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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. XCV

NEW YORK, MAY 10, 1919

No. 19

Bobbs-Merrill Fiction

now having large sales

WHITE MAN, *by George Agnew Chamberlain*

THE MIRROR AND THE LAMP,
by W. B. Maxwell

THE MAN WHO COULDN'T SLEEP,
by Arthur Stringer

VICTORIOUS, *by Reginald Wright Kauffman*

AN AMERICAN FAMILY,
by Henry Kitchell Webster

HIRA SINGH, *by Talbot Mundy*

Please Check Up Your Stock

THE BOBBS-MERRILL COMPANY, Publishers

Joseph Conrad

becomes a "best seller"

The Arrow of Gold

*A
great
love
story*

One retail bookseller* in New York bought 1,000 copies of "The Arrow of Gold" in one week. Another* in New York bought 500 in that week.

A retail bookseller* in Chicago bought 750 in a week.

In Philadelphia, a retail bookseller* bought 500 in a week.

A retail bookseller* in Boston bought 500 in a week.

And more returns are pouring in.

*Name on request.

DOUBLEDAY, PAGE & COMPANY

Garden City

New York

TWO BIG MAY NOVELS

H. G. Wells' New Novel

THE UNDYING FIRE

"The Undying Fire," God's indomitable spirit in the soul of mankind—this is the theme of Mr. Wells' startling novel. This modern version of the Book of Job is presented with intensity and vigor. Real individuals of our own time face again the problems and temptations of the old Biblical story. Through adversity, pain, and despair, the leading character clings to "the undying fire" and in the end, like Job of old, he is rewarded.

H. G. Wells' new novel is an inspired story, deeply human and stirring.

READY MAY 22nd. \$1.50

H. G. Wells says of

THE GAY-DOMBEYS

Sir Harry Johnston's New Novel

"Here is sheer fun for its own sake . . . There are viewy passages and startling allusions to real people. It is a real story, built up of real experiences and warm (and sometimes hot) with passionate feeling."

—*H. G. Wells in his preface to The Gay-Dombey.*

READY MAY 22nd. \$1.75

THE MACMILLAN COMPANY, Publishers, NEW YORK

Concerning Best Sellers:—

"BOOKS OF THE MONTH" reports among the Best Sellers for March, five DORAN books of fiction out of thirty-two. This was the highest number of any of the fifteen publishers represented.

The percentage among "general" books was even greater, there being four DORAN titles in a total of seventeen, with eleven publishers represented.

Following are the titles of DORAN "Nine Best Sellers" for March:

Fiction

<u>THE SKY PILOT IN NO MAN'S LAND</u>	<i>By Ralph Connor</i>
<u>THE SECRET CITY</u>	<i>By Hugh Walpole</i>
<u>THE ROLL-CALL</u>	<i>By Arnold Bennett</i>
<u>THE AMAZING INTERLUDE</u>	<i>By Mary Roberts Rinehart</i>
<u>DANGER! and Other Stories</u>	<i>By Sir A. Conan Doyle</i>

General

"AND THEY THOUGHT WE WOULDN'T FIGHT"

By Floyd Gibbons

JOYCE KILMER: Poems, Essays and Letters

Edited and with a Memoir by Robert Cortes Holliday

WALKING-STICK PAPERS

By Robert Cortes Holliday

EATING IN TWO OR THREE LANGUAGES

By Irvin S. Cobb

In all, twenty-one publishers were represented by forty-nine titles, or an average of two and one-third titles to each publisher. DORAN nine best sellers thus represented nearly twenty per cent of the total.

Our pride is not so much in the Number as in the Quality.

GEORGE H. DORAN COMPANY *Publishers* **New York**
PUBLISHERS IN AMERICA FOR HODDER & STOUGHTON

A New Hergesheimer!

THE HAPPY END

By Joseph Hergesheimer

Author of *Java Head*, *The Three Black Pennys*, etc.



This volume, made up at the request of enthusiastic admirers of Mr. Hergesheimer's stories will contain the following seven tales reprinted from *The Saturday Evening Post*.

Lonely Valleys
The Flower of Spain
Tol'able David

Bread
Rosemary Roselle
The Egyptian Chariot
The Thrush in the Hedge

THE HAPPY END will run to 320 pages and will be bound in green cloth stamped uniformly with the other Hergesheimer books.
\$1.75 net.

Will the trade in the Middle West on whom I called in March please note that *Lonely Valleys* will not be published separately at \$1.00 but will be the first of the seven stories in *THE HAPPY END*. Surely a better arrangement. Please change your orders accordingly.

Alfred A. Knopf

Hergesheimer is being more talked about today than ever before. A new novel, *LINDA CONDON*, is running in *Everybody's*. I will publish it next January. *THE THREE BLACK PENNYS* is literally the sensation of the season in London—Edmund Gosse has done a column about it for *The Daily Chronicle*, Clement Shorter has praised it highly in *The Sphere*, the *London Times* was almost queer in its unalloyed enthusiasm, Hugh Walpole has gone out of his way to report his own enthusiasm and that of his countrymen for Hergesheimer. Gyldendal the leading Scandinavian publisher has bought the Danish-Norwegian rights to *THE PENNYS* and M. Conard is arranging to include Hergesheimer in his Continental edition (in English) of English and American novelists.

The fifth edition of *THE THREE BLACK PENNYS* is just ready; so is the third edition of *GOLD AND IRON*. New and revised editions of *THE LAY ANTHONY* and *MOUNTAIN BLOOD* are in preparation.

Stock Hergesheimer's books—all of them—generously; if you don't you are passing the biggest thing in American letters today.

ALFRED A. KNOFF, 220 West Forty-second St., New York

May 19th

The Salvation Army Drive for

\$13,000,000 begins. Over \$400,000 worth of advertising space has been donated by magazines and newspapers. *THE FIRES OF FAITH*, an elaborate sensational Motion Picture Play of the Salvation Army will run in all the large cities and towns during the next four weeks.

Affords Great Sales Opportunity

For the American Book Sellers who will move quickly and order stock of the new Salvation Army book at once and prepare to make window displays and push the sale during and after the Drive.

10,000 Copies

Was the first individual order received for the book after it had been announced. We are going to press with a large edition but urge all dealers to order at once, so that they may be sure of getting their stock before May 19th.

The War Romance of The Salvation Army

The new book will be mentioned and linked up with all of the above publicity in addition to our own advertising. It is a remarkable volume and will find its way into every patriotic household. (See description on opposite page).

*Commander Evangeline Booth and
Grace Livingston Hill (Lutz)*

have collaborated in writing the story. The result is a book of intense human appeal more entertaining than fiction, and best of all,—gives the truth, the pathos, the heroism, the humor of our own doughboys' lives at the front.

J. B. LIPPINCOTT COMPANY, Philadelphia

"Great Stuff!"

Will be the verdict of the boys who met the Salvation Army lassies on the firing line. They will know that every word of this thrilling story is true,—a story rich in human interest. It will go straight home to the hearts of every American, with a thrill, a smile, and a tear, through every page.

"Real People!"

That's what the doughboys called the Salvation Army workers when their familiar uniforms first loomed up through the mists in the first American sector in France. "The Salvation Army," exclaimed one doughboy, "I believe they will be waiting for us when we get to hell to try to save us."



The War Romance of The Salvation Army

By Commander Evangeline Booth and
Grace Livingston Hill

32 Illustrations, 285 pages, \$1.50 net

No more human, stirring and heart-touching story has come out on the war. It tells how the Salvation Army went into the hell of the battlefields and No Man's Land with our boys, and under shell fire by day and night ministered to them. There was hot food and drink when none other was to be had. A smile, a word of cheer, a helping hand for the wounded, a prayer for the dying; they were comrades at every step of the soldier's progress, they saw him as no one else could.

JACKET AND POSTER IN COLORS
CIRCULARS SUPPLIED

J. B. LIPPINCOTT COMPANY, Philadelphia

FOR YOUR
PUBLICITY
DEPARTMENT

An Up-to-date

LIST OF LIBRARIES

A directory of public libraries is a prime business requisite for every publisher and every bookseller who issue price lists or other announcements.

Public Libraries are potential buyers of new books on every subject, as well as old books, scarce books, and "remainders."

The best library list obtainable is in the AMERICAN LIBRARY ANNUAL 1917-1918. It has upwards of 3,600 addresses of public, semi-public, college and society libraries in the United States and Canada.

\$5.00 net

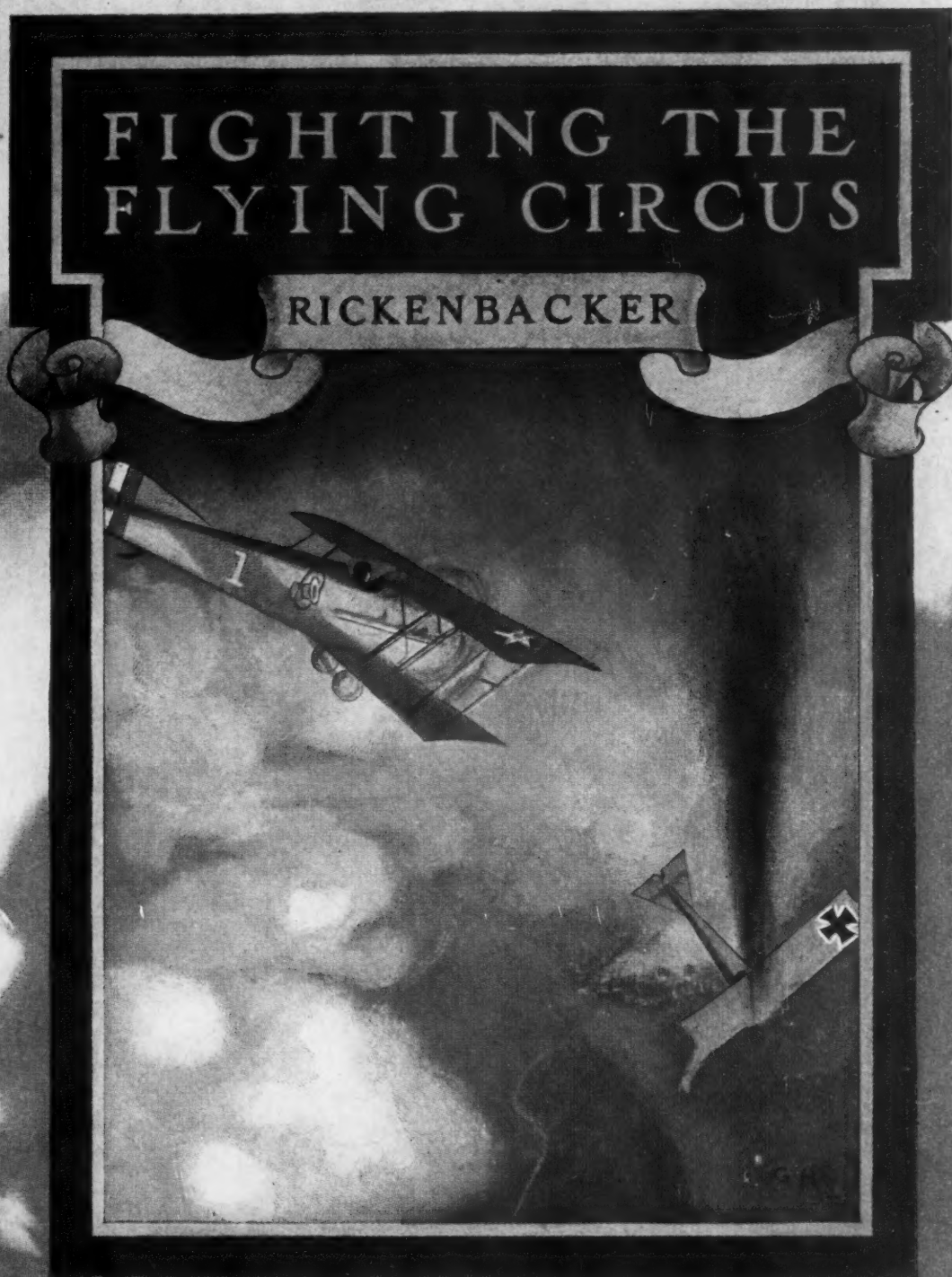
R. R. BOWKER CO.
241 W. 37th St., New York

A LIMITED NUMBER ONLY LEFT

America's Ace of Aces tells the thrilling story of America's share of the war in the air.

FIGHTING
THE
FLYING
CIRCUS

RICKENBACKER



STOKES

Capt. Rickenbacker's "Hat-in-the-Ring" Squadron was the first American squadron to go over the enemies' lines; the first to destroy an enemy plane, and the only American fighting squadron selected to move into Germany with the Army of Occupation.

(For full description turn this page over.)

Ready Early in May

Captain

EDDIE RICKENBACKER'S

thrilling story of America's share of the War in the air

FIGHTING THE FLYING CIRCUS

America's Greatest Ace tells Amer-
ica's greatest story of air fighting.

From his entrance into the Flying Service until his return to America as our Premier Ace, with 26 German aircraft to his credit, Capt. Rickenbacker's exploits form the most thrilling and valuable chapter of America's air history. The idol of the automobile racing world before the war, with America's entrance into the fighting, Eddie Rickenbacker joined the service as General Pershing's chauffeur, seized the first chance to get into the flying end of the game, and within 18 months was America's Ace of Aces and Commander of the far-famed "Hat-in-the-Ring" (94th) Squadron. His book has an immediate value as a well-written, vivid account of the experiences of a Premier Ace, and lasting worth as giving the essence of America's part in aerial warfare.

Capt. Rickenbacker is lecturing throughout the country. Watch for his
appearance in your town and be ready for the sure demand for his book.

Have you your share of window displays and
circulars? They are free for the asking.

Notable cover in full colors.

12mo, net \$1.50.

Publishers

FREDERICK A. STOKES COMPANY

New York

An Open Letter to Our Good Friends, Doubleday, Page & Company

Gentlemen:-

We desire publicly to express our thanks for your page in the Publishers' Weekly calling attention to our advertisement in the April 12th issue.

Evidently some booksellers had not fully realized the unusual character of the "New York Times'" review of J. C. Snaith's new novel "The Undefeated;" they had not wholly grasped the fact that here was a remarkable novel—"the very, very occasional novel for which one gives hearty thanks"—"a book of vision and understanding, of truth and beauty, realism at its best and finest, embellished throughout with the added charm of a humor never bitter and never forced but always sweet and whimsical and sympathetic and sane." (New York Times)

But your advertisement made them turn back to ours. They read of "The Undefeated" and naturally their orders have been coming in with such profusion we feel in duty bound to acknowledge your gracious and kindly help.

Accept, therefore, our sincerest thanks for using your space with such great benefit to us.

Cordially yours,

D. APPLETON & COMPANY

P. S. The ninth printing has just been ordered of "The Undefeated."



A Big Book—N. Y. Tribune

VICTORIOUS

by
REGINALD WRIGHT KAUFFMAN

Is a broad, inclusive story of the nation's share in the war; a picture of embattled America at home and abroad, filled with a patriotism from which all brag and bluster have been stripped.

Mr. Kauffman has written splendidly and mightily, with dignity and fervor, and without fear. "Victorious" is a book for the generation to come as much as it is for today, but most of all it's a real story. Get to know Andrew McKinley Brown—doughboy. You'll be proud of him.

A big book. The last third of the volume any writer of the present day may be proud to claim. It is a magnificent picture of the spirit and faith of Americans following a splendid cause.—*New York Tribune*.

In his new story, *Victorious*, Reginald Wright Kauffman gives us, for the first time, a novel based on America's experiences in the war that as nearly encompasses the greatness of that experience as it is possible for one work of fiction to do. His chief aim, we take it, was to write an absorbing story; and in this he has succeeded admirably and completely.—*N. Y. Sun*.

Only thus, it may be, can the momentous lesson of the great war be brought home to a careless, forgetful people. To do this, as in Mr. Kauffman's book, is to render no slight service to the state.—*Phila. N. American*.

At all bookstores

The Bobbs-Merrill Company

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

May 10, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Now, All Together!

IF there is any lesson that the war has taught it is that a great common cause can weld together widely divergent elements for a successful drive ahead. Parties and peoples have been called upon to bury differences which they felt were fundamental in order to make progress; individuals have sunk their most cherished opinions in order to help produce results for the benefit of all.

The book-trade stands facing its great opportunity. Not in this generation has there been a time when there were such great promises of expansion and healthy activity. All reports indicate an enlarged buying public and a new interest in books. New fields of book sale can now be found and fresh sales methods exploited.

Is the American book-trade ready to step confidently out to these better things? The great Boston Convention should produce evidence of the possibilities of such progress. This gathering comes at the psychological moment when a test of the temper of the trade can most profitably be made and the importance of this should be kept in mind in spite of the seductiveness of the remarkable entertainment features of the program.

Dealer should talk seriously with dealer of conditions and possibilities; publishers should sound the opinions coming from all parts of the country; all should resolve to contribute their part to the discussion in order that all may benefit by the consensus arrived at. Those that bring most can bear away most.

If the book-trade does not now seriously grapple with the problems involved in building together for the common good, it will have failed to measure up to a glorious opportunity.

A Standardized Publishing Contract

A GENERATION ago the leading publishers had a quite similar, but not absolutely standardized form of contract with authors, resulting probably from informal comparison. There has long been need for a standardized contract, and such a form is in use in England, thru accord between the Society of Authors and the Publishers' Association. It was intended to affix to the chapter on "Copyright Its History and Its Law" a proposed form of standard contract, but circumstances prevented its inclusion.

About three years ago the Authors' League of America took up the matter and referred to special sub-committees of its Executive Committee the preparation of contracts for different classes of books, as fiction, general literature, education, etc. One of these committees did substantial work, in consultation with several publishers invited to attend its meetings, in preparing a standardized contract which would cover fiction and general literature. Later this proposed form was brought before the Business Committee of the Publishers' Copyright League, thru the editor of this periodical, as representative both of authors and publishers, and changes were proposed, some from the point of view of publishers, and others in the interest of authors, which changes were generally acceptable to the latter. With the insistent demands of the war, however, the committee of the Authors' League took no further action until recently, when it decided to put forward a standard form, printed elsewhere, with some modifications on which there has not been consultation with publishers.

The standardized form proposed by the authors is now printed simultaneously in the *Bulletin of the Authors' League* and in the *PUBLISHERS' WEEKLY*, and side by side in our columns with the form previously passed upon by publishers. It is to be hoped that as the result of this publication a contract form will be adopted, which will become standard, to the satisfaction both of authors and publishers. It is the desire of the authors that the publishers shall speak out frankly as to the changes in the modified form in the interests of clear understanding and final agreement, and we invite such discussion thru our columns.

Within the past few years the book rights, which formerly were of chief value to au-

thors, have become one of several values, and it is often the case of popular fiction, that 'movie' rights have become vastly more important and remunerative than book rights. Naturally, therefore, the authors, who as a class formerly looked to publishers as their business agents to handle subsidiary rights, now prefer to make contracts independently for book publication and for other use of their work. The contract, as originally drawn, protected the author by proposing that he should have the benefit of returns from subsidiary rights on a schedule supplementary to the draft to be agreed upon, but not yet prepared. The authors now desire that the standard contract should be for book rights only, and that copyright should be taken out in the author's name only. There will perhaps be less difference of opinion on this point than had been expected, as the complications to publishers, arising from publications of subsidiary rights, had in more than one case been more troublesome than remunerative.

Among other modifications proposed by the authors in the latest form are the omission of provision for waiver of royalties on remainders sold below cost, the omission of provisions as to extracts, abridgments, etc., an omission which may be purely an inadvertence, and a proposal that any returns on reprint editions from leased plates, or otherwise, shall be divided evenly with the author. These and some lesser modifications should be carefully considered by publishers, and in printing the latest form in parallel with the earlier form, we have taken pains to indicate by italics and signs of omission the changes made from the earlier form, which is printed entire as a matter of record.

The general purpose in drawing a form for standardized copyright has been to make the language as simple and clear as possible, avoiding the verbiage and formalities common in legal documents heretofore used, but found unnecessary by the best legal advisers. In the preparation of the standard form, the forms used by most of our American publishers have been carefully gone over, and comparison has also been made with the English standard form. The publishers, so far consulted, have agreed that many improvements have been made, and some of these improvements have already been adopted into contracts made by individual publishers. There have been gratifying cordiality and co-operation in the progress of the work, and it is to be

hoped that it may be possible to report before long a standardized form, in which the Authors' League and the Publishers' Business Committee may be in entire accord.

At the Convention

A special feature of the American Booksellers' Convention at Boston will be the dinner and dance given under the auspices of the Women's National Book Association in the Egyptian Room of the Hotel Brunswick on Tuesday evening, May 13th at 6:30 o'clock. The entertainment feature and dance will be under the direct management of that devoted disciple of Jazz, Brother Joseph Green, ably assisted by the Honorable Chief Potentate David O'Connell. Tickets for this feature should be secured early from either of the above gentlemen, or from members of the Women's National Association or Miss Mae V. Lebert of Small, Maynard & Co., Boston. The hosts will not commit themselves, but hint that each guest will require a delivery wagon in order to get home the souvenirs.

On the closing day of the convention, Thursday, May 15th, a banquet will be held at the Copley Plaza Hotel at 6:45 o'clock. Charles E. Butler, president of the association, will preside and Joseph C. Lincoln, the well-known author of Cape Cod stories, will act as toastmaster. The speakers of the evening will be Dr. Samuel M. Crothers, author of "The Gentle Reader"; Miss Amy Lowell, exponent of free verse; Frank P. Sibley, correspondent with the 26th Division in France; Irvin S. Cobb, author, humorist and war correspondent; and Major Carroll J. Swan. An added feature of the evening's entertainment will be the dance to be held in the foyer of the hotel immediately after the banquet. The Boston booksellers are to be the hosts of their visitors at this pleasing function which will end the festivities.

Canadian Copyright

On Tuesday the Senate at Ottawa held a second and final hearing on the Canadian Copyright Act which was printed in its proposed form in the PUBLISHERS' WEEKLY of April 5th.

The printing interests with the backing of the Trades and Labor Congress presented a strong demand for a manufacturing clause similar to that which appears in the copyright laws of the United States. They recommended a license system operative within 30 days after the filing of the application of the copyright.

The Canadian publishers put up a strong argument against these features, and the committee seemed impressed with the fact that such clauses would put Canada outside of the Berne Convention.

The arguments are now under consideration and the bill will soon be reported in the Senate.

A STANDARDIZED PUBLISHING CONTRACT

A Comparison Between the First Draft and Authors' League Revision

IN LEFT COLUMN

Draft of a model contract drawn by former conferences between the Authors' League and Publishers' Copyright League.

MEMORANDUM OF AGREEMENT, made this day of, 19...., between of in the State of, hereinafter called the *Author* (which expression shall, where the context admits, include the *Author's* executors, administrators and assigns), and of in the State of, hereinafter called the *Publisher* (which expression shall, where the context admits, include the *Publisher's* successors in business, whether carried on under the present or any other style).

GRANT—COPYRIGHT—RENEWAL

I. The *Author* hereby grants and assigns to the *Publisher* the sole and exclusive right to publish in book form a work entitled, (which title may be changed only by mutual consent) and also all other rights to the said work, except (see schedule in appendix) for the United States of America (and for other countries specified, see schedule in appendix).

The *Author* hereby authorizes the *Publisher* and the *Publisher* undertakes to take all steps requisite to procure in the name of the or perfect, the copyright in said work in the United States of America (and in such other countries as are covered by this agreement). The *Author* agrees to apply for the renewal of said copyright on the expiration of the first term thereof, and to assign to the *Publisher* the sole and exclusive right to publish the said work as herein provided during the full term of said renewal on the same terms and conditions as for the original copyright term.

AUTHOR'S GUARANTEE

2. The *Author* guarantees and represents that the said work has not heretofore been published in book form, that it is innocent and contains no matter libelous or otherwise unlawful, or which infringes any proprietary right at common law or any statutory copyright, that he is the sole author and proprietor of the said work and has full power to make this agreement and grant, and that he will hold harmless the *Publisher* against any suit, claim demand or recovery, by reason of any violation of proprietary right or copyright by, or any unlawful matter contained in, the said work, and in default of any necessary action so to defend, the *Author* authorizes the *Publisher* to take all necessary steps in defense of such action and to collect from him any expenses thus made necessary. The copyright shall be assigned by either party to the other on demand, when necessary for bringing, defending or maintaining a copyright action under this agreement, after the termination of which action the copyright shall on demand be re-assigned.

IN RIGHT COLUMN

New Revised draft offered for consideration by the Authors' League. Italics mark new matter. [.....] marks omissions from former draft.

MEMORANDUM OF AGREEMENT made this day of A.D. 19.... between of hereinafter called the *AUTHOR* [.....] and of hereinafter called the *PUBLISHER*. [.....]

I. The *AUTHOR* hereby grants and assigns the sole and exclusive right to publish in book form a work now entitled (which title may be changed only by mutual consent *in writing*) [.....] in the United States of America and.....

II. *It is understood and agreed that the copyright shall be taken out in the name of the Author*, and the *PUBLISHER* is hereby authorized to take all steps required to procure said copyright *in the name of the author* in the United States of America and in such other countries as may be covered by this agreement. The *AUTHOR* agrees to apply for the renewal of said copyright on the expiration of the first term thereof, and to assign to the *PUBLISHER* the sole and exclusive right to publish the said work as herein provided during the full term of said renewal on the same terms and conditions as for the original copyright term.

III. The *AUTHOR* guarantees and represents that the said work has not heretofore been published in book form, that it is innocent and contains no matter libelous or otherwise unlawful, or which infringes any proprietary right at common law or any statutory copyright, that he is the sole author and proprietor of the said work and has full power to make this agreement and grant, and that he will hold harmless the *PUBLISHER* against any suit, claim, demand or recovery, *finally sustained*, by reason of any violation of proprietary right or copyright by, or any unlawful matter contained in the said work. [.....] The copyright shall be assigned by either party to the other on demand, when necessary for bringing, defending or maintaining a copyright action under this agreement, after the termination of which action the copyright shall on demand be re-assigned.

AUTHOR COPY—SIMILAR WORK

3. The *Author* agrees to deliver to the *Publisher* on or before the day of, 19...., a copy of the said work complete and ready for the press, but should he fail so to do the *Publisher* may decline to publish said work under this agreement, and thereupon this agreement shall terminate; but the *Author* shall not publish or cause publication of said work unless and until he shall have re-offered said work to the *Publisher* on the terms of this agreement.

The *Author* further agrees that he will not during the continuance of this agreement furnish to any other publisher any work on the same subject of competing character, or material therefor, unless and until he shall have offered such work to the said *Publisher*.

ALTERATIONS

4. If the *Publisher* is directed by the *Author* to make alterations in any proofs from final copy as delivered which shall cost more than (\$.... or) per cent of the cost of composition of the said work, the *Author* agrees to pay said excess, and the *Publisher* shall upon request keep the *Author* informed of such excess charges.

PUBLICATION TIME—REVISION

5. The *Publisher* undertakes to publish the said work at his own expense in such style or styles as he deems best suited to its sale, at a catalog price of not less than, cloth style, and at a time not to exceed (one year) after the receipt by him of a complete manuscript of the said work ready for the press and released for book form publication, (which limit, in case of strikes or other non-preventable delays, or in case the *Author* fails to return final proofs within after delivery to him, shall be extended to cover such delays) and should the *Publisher* fail to publish the said work before the expiration of said period, this agreement shall terminate, unless said termination shall be mutually waived in writing by the parties hereto.

The *Author* agrees to revise the first, and, if it be requisite, at any time during the continuance of this agreement, to revise every subsequent edition of the work, and from time to time to supply any new matter that may be needful to keep the work up to date. In the event of the *Author* neglecting or being unable to revise the work, or supply new matter where needful, the *Publisher* may procure some other person to revise the work or supply new matter, and may deduct the expense thereof from royalties accruing on such edition, provided that if such revision or extension be not made by *Author*, the *Publisher* shall cause this fact to be evident in the revised editions.

PUBLISHERS' GUARANTEE

The *Publisher* further undertakes to use all proper and reasonable means for the continuing and successful sale of said work, so long as he shall deem it merchantable, but this agreement shall not restrict him from publishing other books in the same field.

IV. The *Author* agrees to deliver to the *Publisher* on or before the.....day of, 19...., a copy of the manuscript complete and ready for the press, but should he fail so to do, the *Publisher* may decline to publish said work. [.....]

V. The *Author* further agrees that he will not during the continuance of this agreement furnish to any other publisher any work on the same subject of competing character, or material therefor, unless and until he shall have offered such work to the said *Publisher* who shall have an option of 30 days for the acceptance thereof.

VI. If the *Publisher* is directed by the *Author* to make alterations in any proofs from final copy as delivered which shall cost more than (\$.....or) per cent of the cost of composition of the said work, the *Author* agrees to pay said excess, and the *Publisher* shall upon request keep the *Author* informed of such excess charges.

VII. The *Publisher* undertakes to publish the said work at his own expense in such style or styles as he deems best suited to its sale, at a catalog retail price of not less than \$..... nor more than \$..... cloth style, and at a time not to exceed one year after the receipt by him of a complete manuscript of the said work ready for the press and released for book form publication (which limit, in case of strikes or other non-preventable delays, or in case the *Author* fails to return final proofs within days after delivery to him, shall be extended to cover such delays), and should the *Publisher* fail to publish the said work before the expiration of said period, this agreement shall terminate, unless said termination shall be mutually waived [.....] by the parties hereto.

VIII. The *Author* agrees to revise the first, and, if it be requisite, at any time during the continuance of this agreement, to revise every subsequent edition of the work, and from time to time to supply any new matter that may be needed to keep the work up to date. In the event of the *Author* neglecting or being unable to revise the work or to supply new matter where needful, the *Publisher* may procure some other person to revise the work or to supply new matter, and may deduct the expense thereof from royalties accruing on such revised editions, provided that if such revision or extension be not made by the *Author*, the *Publisher* shall cause this fact to be evident in the revised editions.

[.....]

ROYALTIES

6. The *Publisher* agrees to pay the *Author* per cent on the catalog (retail) price, (cloth style) for each copy of said work sold, less any tax on royalties which the *Publisher* is required to pay, Should any copies be sold at less than one-half the catalog (retail) price, said percentage shall be paid only on the price actually received for each copy so sold. Where copies are sold for export at a reduced price the royalty shall be calculated on the amount actually received instead of on the retail price. No royalties shall be payable on copies furnished gratis to the *Author* or for review, advertising, sample, or like purposes, (or on damaged copies or remainders sold below cost).

OTHER COMPENSATION

7. If the *Publisher* receives any compensation for the publication of extracts from the said work, or for translation, abridgments, dramatic or motion picture rights, or for a sale of a cheap edition in sheets or bound copies for publication over the *Publisher's* own imprint or over the imprint of another publisher, or for a lease of a set of plates for a domestic or foreign edition for publication over the *Publisher's* own imprint or over the imprint of another publisher, or for a sale of the right to publish said work serially in a newspaper or periodical after publication in book form, or for any other use of said work, or of the matter thereof, (in accordance with this agreement) such compensation shall be divided between the parties hereto as specified below: (See schedule in appendix.)

PAYMENTS

8. The *Publisher* agrees to render semi-annual statements of account to and of each year, on and following, which statements shall be mailed to the last known address of the *Author*, and if such statements fail to reach the *Author*, to furnish a duplicate statement on request, and to make settlement in cash on and, provided that if in any period the amount due is less than five dollars, then accounting and payment may be deferred until an ensuing period when the sums due aggregate five dollars, and provided further that accounts involving branch houses in other countries or other foreign arrangements, may be rendered and payment made yearly instead of semi-annually.

COPIES TO AUTHOR

9. The *Publisher* agrees to present to the *Author* free copies of the said work upon publication, and to permit the *Author* to purchase at the (usual or lowest) trade price further copies for his own personal use.

IX. The *PUBLISHER* agrees to pay to the *AUTHOR* or to his duly authorized representatives per cent on the catalog retail price for each copy of said work sold up to and including copies, and agrees to pay per cent on all copies sold over and up to and per cent on all copies sold thereafter. [.....] Where copies are sold for export at a reduced price the royalty shall be calculated on the amount actually received instead of on the retail price. Where copies are sold in quantities sufficient to justify special discounts of 50% of the retail price or more the royalty shall be calculated on the sums actually received instead of on the regular retail trade price of the work. No royalties shall be payable on copies furnished gratis to the *AUTHOR* or for review, advertising, sample, or like purposes, or on copies destroyed by fire or water [.....].

[.....]

X. The *PUBLISHER* agrees to render semi-annual statements of account to and of each year, on and following, which statements shall be mailed to the last known address of the *AUTHOR*, and if such statements fail to reach the *AUTHOR*, to furnish duplicate statements on request, and to make settlement in cash on and, [.....] provided that accounts involving branch houses in other countries or other foreign arrangements, may be rendered and payment made yearly instead of semi-annually.

XI. The *PUBLISHER* agrees to present to the *AUTHOR* free copies of the said work upon publication, and to permit the *AUTHOR* to purchase at the [.....] lowest trade price further copies for his own personal use.

XII. It is understood and agreed that two years from the date of publication of the work the *PUBLISHER* may publish under his own imprint a cheap edition of said work and that he shall pay to the *AUTHOR* in consideration for the right to publish said cheap edition ten per cent of the retail price of each copy sold of

RECOVERY OF RIGHTS

10. In case the *Publisher* fails to keep the said work in print and for sale, and after written demand from the *Author* declines or neglects to reprint the work within months and offer it for sale, or in case after two years from the date of first publication, the said work, in the opinion of the *Publisher* is no longer merchantable or profitable, and he gives three months' notice to the *Author* of his desire and intention to discontinue publication, then the rights of publication under this agreement shall revert with the copyright to the *Author* and any plates of the work, if such have been made and preserved, with any plates of illustrations furnished by the *Author* and any remaining copies, shall be transferred to the *Author*, provided that the *Author* shall pay (.... per cent of) the manufacturing cost (including composition) of such plates and (.... per cent of) the manufacturing cost of any remaining copies or sheets, in default of which purchase the *Publisher* shall have the right to melt any plates and sell remaining copies or sheets at cost or less, without payment of royalty to the *Author* upon such copies.

BANKRUPTCY

11. In case of bankruptcy (or liquidation for any cause whatever) the *Author* shall have the right to buy back the rights of publication at a fair market value, to be determined by agreement or arbitration, together with any plates and remaining copies or sheets at (manufacturing cost or) the fair market value, this also to be determined by agreement or arbitration.

EXAMINATION OF ACCOUNTS

12. The *Author* shall have the right upon written request to examine thru certified public accountants the books of account of the *Publisher* so far as they relate to the said work, which examination shall be at the cost of the *Author*, unless errors of accounting (arising otherwise than from interpretation of this contract) amounting to five per cent. of the total sums paid the *Author* shall be found to his disadvantage, in which case, the cost shall be paid by the *Publisher*.

ARBITRATION

13. In any case in which special compensation is not specified in this agreement, or in any other case arising under other provisions of this agreement which is not herein pro-

said edition, and the *Publisher* shall also have the right to lease the plates of said work to a regular cheap edition publisher and in consideration for this right he shall pay the *Author* one-half of any amount received from said reprint publishers. Payments and accountings under this clause shall be subject to the provisions of clause X hereof.

XIII. If the plates or type forms of said work shall be destroyed or rendered valueless by fire or otherwise, the *Publisher* shall have the option of reproducing them or not, and if he declines to do so, then after the sale of all copies remaining on hand, this contract shall terminate and all rights granted herein shall revert to the *Author*.

XIV. In case the *Publisher* fails to keep the said work in print and for sale, and after written demand from the *Author* declines or neglects to reprint the work within months and to offer it for sale, or in case after two years from the date of first publication, the said work, in the opinion of the *Publisher* is no longer merchantable or profitable, and he gives three months' notice to the *Author* of his desire and intention to discontinue publication, this contract shall terminate and all rights granted under this agreement shall revert to the *Author* and any plates of the work, if such have been made and preserved, with any plates of illustrations furnished by the *Author* and any remaining copies shall be transferred to the *Author*, provided that the *Author* shall pay per cent of the manufacturing cost (including composition) of such plates and per cent of the manufacturing cost of any remaining copies or sheets, in default of which purchase the *Publisher* shall have the right to melt any plates and sell remaining copies or sheets at cost or less, without payment of royalty to the *Author* upon such copies.

XV. In case of bankruptcy (or liquidation for any cause whatever) of the *Publisher* the *Author* shall have the right to buy back the rights of publication at a fair market value, to be determined by agreement or arbitration, together with any plates and remaining copies or sheets at (manufacturing cost or) the fair market value, this also to be determined by agreement or arbitration, and thereupon this contract shall terminate.

XVI. The *Author* shall have the right upon written request to examine thru certified public accountants the books of account of the *Publisher* in so far as they relate to the said work, which examination shall be at the cost of the *Author*, unless errors of accounting (arising otherwise than from interpretation of this contract) amounting to five per cent of the total sums paid the *Author* shall be found to his disadvantage, in which case, the cost shall be paid by the *Publisher*.

XVII. In any case arising under the provision of this agreement in which compensation is not specified in this agreement, or which is not otherwise herein provided for (or in case of difference of opinion as to the

vided for (or in case of difference of opinion as to the interpretation of this agreement), then such case may be covered by special agreement (supplementary hereto), in default of which it shall be determined by arbitration in accordance with the rules of the Chamber of Commerce of New York, unless other method of arbitration shall be agreed upon by both parties.

ASSIGNMENT

14. This contract may be assigned by either party, but only with the consent of the other party to this agreement.

interpretation of this agreement), then such case may be covered by special agreement (supplementary hereto), in default of which it shall be settled by arbitration in accordance with the rules of the Chamber of Commerce of New York, unless another method of arbitration shall be agreed upon by both parties.

XVIII. This contract shall be binding upon the assigns, heirs, executors or administrators of the AUTHOR, and upon the assigns or successors of the PUBLISHER, but no assignment shall be binding on either of the parties without the written consent of the other party to this agreement.

In witness whereof the parties hereto have hereunto set their hands and seals.

The Show Window

Advertising, whether in the newspapers, the show windows, or any other form of publicity, should be informative to the highest degree, says the *Canadian Bookdealer & Stationer*. In the case of the window, an attractively arranged display may do its work in getting the eye of the man on the street and his appreciation of the artistic manner of its arrangements, but does it deliver a *selling* message to him? What is the use of painstaking effort to get a man's attention if nothing further is accomplished? The chief end is to demonstrate need or create desire and thus promote sales. Good show cards emphasizing cardinal points and giving prices will prove most effective. Aim to give essential information in tabloid form. Meaningless phrases about "best" and "cheapest" will not appeal. These terms have been used to such an extent by people unable to say anything else, that any meaning they originally had has disappeared. Put new and seasonable goods in your window. In that way you will attract the attention of everybody in town to your store as being the most progressive and attractive. The merchant who first directs the attention of the people to new lines or to old lines for immediate use is most likely to get the business.

Laziness is not the cause of slight attention to window dressing as much as a lack of appreciation of what the window really does. The trouble with many dealers is that they expect to see almost immediate returns from the window. Where a dealer is favorably located on some main thoroughfare and a great many people pass by, he will naturally feel the influence of his window a great deal more than one whose store does not front a busy street; but the dealer on a comparatively quiet street is making a big mistake by ignoring his window. The latter needs to pay even more attention to this valuable advertisement than his contemporary on the busy thoroughfare, because if he does not continually exert himself to retain his hold on his customers and secure new ones, the fact of his being not so fortunately located will prove an ever growing handicap in his business.

Do not forget to impress your business upon your displays. Attempt by many ingenious ways to have your displays attract attention to your name, and so associate it with your business in the mind of the onlooker that your name and your business will be like synonyms to him, one recalling the other, any needs of his in your line of business instinctively bringing to his mind your name.

The window dresser who tries to crowd half a hundred different articles into a single window of limited size is much like a man who attempts to do a life's work in a day. The passerby may notice a crowded display, but it often happens that he does so with a view of criticising the taste of the window dresser. Such displays do not arouse in any man the desire to purchase. The good window dresser may take a few articles and arrange them so that they will stimulate attention and awaken in many people a desire to buy. He knows how to arrange the display matter and those who stop to gaze upon it often cannot avoid the impulse to buy which it creates.

Among the words of advice about trimming show windows frequently offered is a solemn injunction not to paste strips on the glass. From a purely aesthetic standpoint this is all right. It all depends on whether you want a pretty window, or sales. The window strips pasted right on the glass are bound to catch attention, and that's the first step in making a sale. It's a great deal better for the hurrying crowd to know what you have in the window than never to see your merely pretty window. What your window is there for is not to be admired, but to sell things. Don't be afraid to use it for that. To be sure, you are not going to plaster it all over with so many signs that no one can see what is inside, but you do want enough striking, catchy stuff on it to get attention. The big stores found this out long ago.

The Perfect Simile, offered by S. M. C.: "As dull as the books in a guest room." But we hold it far from perfect, for there are hosts in whose guest rooms any book would seem dull; and hosts in whose guest rooms no book would seem dull.—*New York Tribune*.

HOME SCHOOL FOR BOOKSELLERS

Conducted by Miss Bessie Graham

LESSON XXII—PHILOSOPHY (Continued)

- BACON, FRANCIS. 1561-1626
Works. Edited by James Spedding and others. 15 v. Houghton, \$40.00.
Works. Popular edition. 2 v. Houghton, \$5.50.
Novum Organum and Advancement of Learning. Macmillan, Bohn, \$1.75.
Novum Organum. Oxford, \$6.00, \$3.80.
Advancement of Learning. Edited by Aldis Wright. Oxford, \$1.25.

(Bacon's philosophy is founded upon empiricism, the doctrine that the origin of knowledge is either experience or experiment. He is called "the Father of Experimental Philosophy" because he was the first to systematize and popularize the experimental method. He owes his important place in the history of thought to his use of the inductive method. "The Advancement of Learning" is Bacon's survey of the purpose and method of his whole work. It was the first volume of his collected works. In it he mapped out the ground. "The Novum Organum," or "Indications Concerning the Interpretation of Nature," is the most important expression of Bacon's fundamental principles.)

Bacon wrote all his important works in Latin as he believed the Latin tongue would outlive the English and would be the international tongue of learning.)

- DISCARTES, RENE. 1596-1650
Discourse on the Method of Rightly Conducting the Reason. Open Court, 60c.
Meditations. Open Court, 75c.
Descartes. Lippincott Philosophical Classics, 60c.
(Descartes, a Frenchman, is the "Father of Modern Philosophy" by universal consent. His system of philosophy is called "Cartesian," from the Latinized form of his name Cartesius. Few of his works have been translated from the French. "Studies in the Cartesian Philosophy" by Norman Smith (Macmillan, \$1.50) is the best exposition of his works. It was Descartes who formulated the memorable statement, "Cogito, ergo sum," "I think, therefore, I am.")

- SPINOZA, BARUCH. 1632-1677.
Ethics and Treatise on the Correction of the Understanding. Dutton, *Everyman's*, 90 c.
Chief Works. 2 v. Macmillan, Bohn, \$1.75 ea.
Short Treatise on God, Man, and His Well-Being. Macmillan, \$2.50; Open Court, \$1.25.
The Principles of Descartes' Philosophy. Open Court, 75c.
Ethic. Trans. from the Latin by W. Hale White. Oxford, \$3.00.

(Spinoza was a Dutch Jewish philosopher who renounced Judaism and was excommunicated from his synagogue. His romantic and tragic career has made him one of the most beloved of the philosophers. Israel Zangwill in his "Dreamers of the Ghetto" has drawn a memorable portrait of Spinoza as "The Maker of Lenses." The deep piety of Spinoza's mind won for him the title of "God-intoxicated." He developed the Cartesian system of philosophy, bringing to it a mathematical precision of thought which Descartes had lacked.)

Two valuable helps to the study of Spinoza are: "A Handbook to the Ethic" by J. Allanson Picton (Dutton, \$2.00) and "A Study of the Ethics of Spinoza" by H. H. Joachim (Oxford).

- LOCKE, JOHN. 1632-1704.
Essay Concerning the Human Understanding. Dutton, \$2.00.
On Civil Government. Dutton, 65c.
Philosophical Works. 2 v. Macmillan, Bohn, \$3.50.
Essay Concerning the Human Understanding. 2 v. Oxford, \$12.80.
Conduct of the Understanding. Oxford, \$1.00.

(The English philosopher, Locke, is the "Founder of Modern Psychology." Other philosophers before him were content to deal with ideas objectively, Locke regarded ideas subjectively, inquired into their origin, and examined the operations of the mind. Locke peered into reason itself, and sought to define the nature and limitations of our understanding. How we come

by knowledge was the great question that Locke tried to answer.

Locke's "Essay on Human Understanding" is one of the most popular works of philosophy ever written. It attracted great attention when first published and passed thru six editions in fourteen years.)

- HUME, DAVID. 1711-1776.
The Treatise of Human Nature. Dutton, *Everyman's*, 2 v. \$1.80; Oxford, \$2.40.
Essays Moral and Political. 2 v. Longmans, \$5.00.
Enquiries Concerning Human Understanding. Oxford, \$2.40.

(The Scotchman, David Hume, is the great sceptic in modern philosophy. Josiah Royce ranks Hume next to Hobbes the greatest of British speculative thinkers, Berkeley occupying the third place in order of rank. Hume is well known as a historian, his History of England in six volumes being published by Harper Bros.)

- KANT, IMMANUEL. 1724-1804.
Introduction to Logic. Longmans, \$2.25.
Metaphysics of Ethics. Longmans, \$1.00.
Theory of Ethics. Longmans, \$4.50.
Critique of Pure Reason. Trans. by Max Müller. Macmillan, \$3.00.
Critique of Pure Reason. Trans. by J. M. D. Meiklejohn. Macmillan, Bohn, \$2.75.
Critique of Judgment. Trans. by J. H. Bernard. Macmillan, \$3.50.
Prolegomena. Trans. by J. H. Bernard. Macmillan, \$2.25.
Perpetual Peace. Macmillan, 75c.
Critique of Aesthetic Judgment. Oxford, \$4.20.

(Josiah Royce spoke of Kant as "the thinker upon whom more than upon any other center, modern thought turns as upon a fulcrum." Many critics consider Kant the greatest name in the history of philosophy. His system of philosophy was the most extensive and voluminous that had yet been formulated. The vast bulk of commentaries upon his writings testify to their profundity.)

Kant was the founder of the Critical Philosophy, as he called it. His greatest work is the "Critique of Pure Reason." "It is an examination of the mind with a view to detect its *a priori* principles. He calls them pure because they are *a priori*, because they are above and beyond experience."

English translations of Kant are poor. Of Meiklejohn's, Professor Royce says, "the English is heavy not to say shocking." Kant invented so many new philosophical terms that his German offers many difficulties to translators.)

- HEGEL, GEORG FRIEDRICH WILHELM. 1770-1831.
Lectures on the Philosophy of History. Macmillan, Bohn, \$1.75.
Phenomenology of the Mind. Trans. by J. B. Baillie. 2 v. Macmillan, \$7.00.
Philosophy of Mind. Trans. by W. Wallace. Oxford, \$4.20.
Doctrine of Formal Logic. Trans. by H. S. Macran. Oxford, \$3.00.

(Hegel is the fourth of the great German philosophers, Kant, Fichte, Schelling, and Hegel. The work of Fichte and Schelling has had no complete English translation. Hegel introduced the dialectic method in philosophy. Josiah Royce says of Hegel's style that it "is notoriously one of the most barbarous, technical, and obscure in the whole history of philosophy.")

Commentaries on Hegel's philosophy have been made by John Grier Hibben in "Hegel's Logic" (Scribner, \$1.25) and by Robert Mackintosh in "Hegel and Hegelianism" (Scribner, \$1.50).

- SCHOPENHAUER, ARTHUR. 1788-1860.
Essays. Trans. by T. Bailey Saunders. Burt, \$1.00.
Essays. Trans. by T. Bailey Saunders. 7 v. Macmillan, \$7.00; Scribner, \$7.00.
Essays. Selected by E. Belfort Bax. Macmillan, Bohn, \$1.75.
On the Fourfold Root of the Principle of Sufficient Reason and On the Will in Nature. Macmillan, Bohn, \$1.75.

(The brilliancy and clarity of Schopenhauer's style make him one of the best known of philosophers to the general public. He is the great

HOME SCHOOL FOR BOOKSELLERS—Continued

German pessimist whose theory of the will-to-live was developed later by Nietzsche.)

COMTE, AUGUSTE. 1798-1857.

General View of Positivism. Dutton, 75c.

Early Essays on Social Philosophy. Dutton, 75c.

Positive Philosophy. Translated and condensed by Harriet Martineau. Bohn.

Philosophy of the Sciences. An Exposition by G. H. Lewes. Bohn, \$1.75.

(The French philosopher, Comte, was the originator of the philosophy of Positivism. This system makes a resumé of all preceding philosophies and classifies them according to three historical stages of development: the supernatural, the metaphysical or abstract, and the positive or scientific. According to Comte's own view, "the crown of his labors" was "the institution of the science of sociology and of the religion of humanity." The Comtian "religion of humanity," which banishes supernaturalism from its creed, has been made familiar to us in the poems of Swinburne, and in the writings of Frederick Harrison, Sir John Seeley, and Stanton Coit.

John Stuart Mill has explained Positivism in "Comte and Positivism" (Dutton) and L. Levy-Brull has written more fully on the subject in "The Philosophy of Comte." Putnam, \$3.50.)

MILL, JOHN STUART. 1806-1873.

Utilitarianism, Liberty, Representative Government. Dutton. *Everyman's*, 90c.

A System of Logic, Ratiocinative and Inductive. Dutton, \$2.00.

Principles of Political Economy. Dutton, \$2.00; Appleton, \$4.50, \$4.00.

Utilitarianism. Dutton, *New Universal Library*, 75c.; Longmans, \$1.00.

Logic. Longmans, \$1.25.

On Liberty. Dutton, 75c.; Holt, \$2.00; Longmans, 50c.

(Mill is the chief exponent of Utilitarianism, a modern theory of hedonism, or happiness. According to this theory, "the criterion of right and wrong is the tendency of an action to produce the happiness of mankind." Primitive hedonisms, like Epicureanism, were concerned with the happiness of the individual. Utilitarianism is the doctrine of "universal hedonism," the greatest happiness of the greatest number.)

SPENCER, HERBERT. 1820-1903.

Works. 18 v. Appleton, \$37.00.

Data on Ethics. Burt, \$1.00. McKay, \$1.00.

First Principles. Burt, \$1.00; McKay, \$1.00.

Passages from His Philosophy. Mosher, \$1.50.

(Spencer called his philosophy the Synthetic Philosophy because it attempted "to combine all the sciences into a connected whole." This most comprehensive philosophy, which aimed to unify and to systematize all knowledge, was outlined in "First Principles" published in 1862, and developed in the successive volumes on the principles of Biology, of Psychology, of Sociology, and of Ethics.

Spencer is "the one true prophet of the philosophy of evolution." He anticipated in broad outline the theory of evolution which Darwin developed in detail in the "Origin of Species" in 1859.)

JAMES, WILLIAM. 1842-1910.

On Some of Life's Ideals. Holt, \$1.00, 50c.

Habit. Holt, 50c.

On Vital Reserves. Holt, 50c.

Human Immortality. Houghton, \$1.10.

Essays in Radical Empiricism. Longmans, \$1.25.

Meaning of Truth. Longmans, \$1.25.

Memories and Studies. Longmans, \$1.75.

Pluralistic Universe. Longmans, \$1.50.

Pragmatism. Longmans, \$1.25.

Some Problems of Philosophy (unfinished). Longmans, \$1.25.

Varieties of Religious Experience. Longmans, \$3.20.

The Will to Believe. Longmans, \$2.00.

The Energies of Man. Moffat, 50c.

Selected Papers on Philosophy. Dutton, *Everyman's*, 90c.

(The foremost name in the annals of American philosophy is that of William James. He was the leading exponent of the American philosophy of Pragmatism. This philosophy is based on the pragmatic, the practical. Its method is to test

any speculation by asking what the practical consequences will be to ourselves if it be true. Popularly stated, it defines truth as "anything that works."

There are many books on Pragmatism. Some of the best are:

BAWDEN, H. HEATH.

The Principles of Pragmatism. Houghton, \$1.75.

DRISCOLL, J. T.

Pragmatism. Longmans, \$1.50.

DEWEY, JOHN, and others.

Creative Intelligence. Holt, \$2.00.

PEIRCE, C. S.

Anglo-American Pragmatism.

PRATT, J. B.

What is Pragmatism? Macmillan.

SCHINTZ, ALBERT.

Anti-Pragmatism. Small, \$1.50.

FISKE, JOHN. 1842-1901.

Outlines of Cosmic Philosophy. 4 v. Houghton, \$8.00.

Myths and Myth-Makers. Houghton, \$2.00.

The Unseen World and Other Essays. Houghton, \$2.00.

Darwinism and Other Essays. Houghton, \$2.00.

A Century of Science and Other Essays. Houghton, \$2.00.

Excursions of an Evolutionist. Houghton, \$2.00.

(Fiske devoted his early career to philosophical studies, turning later to history. He lectured at Harvard on "Philosophy in its Evolutionary Aspect." With his "Outlines of Cosmic Philosophy" he won an international reputation as an expounder and popularizer of the philosophy of evolution.)

HÖFFDING, HARALD. 1843—

History of Modern Philosophy. 2 v. Macmillan, \$9.00.

Modern Philosophers. Macmillan, \$1.75.

Outlines of Psychology. Macmillan, \$2.00.

Philosophy of Religion. Macmillan, \$4.00.

A Brief History of Modern Philosophy. Macmillan, \$1.50.

Problems of Philosophy. Macmillan, \$1.00.

(The names of Höffding and of Georg Brandes are the greatest names in Denmark to-day. Höffding is less a philosopher than a critic of philosophy, and above all he is the historian of modern philosophy. He has given us one exhaustive history and one condensed history of contemporary thought, and his essays on "Modern Philosophers" cover philosophers from all nations.)

BOUTROUX, EMILE. 1845—

The Contingency of the Laws of Nature. Open Court, \$1.50.

William James. Longmans, \$1.00.

Education and Ethics. Macmillan, \$1.50.

Science and Religion in Contemporary Philosophy. Macmillan, \$2.00.

Philosophy and the War. Dutton, \$1.75.

German Policy Before the War. Dutton, \$1.25.

(Boutroux is a professor at the University of Paris. He is a critic of contemporary philosophy, and a translator of English philosophical works into French.)

NIETZSCHE, FRIEDRICH. 1844-1900.

Works. 17 v. Macmillan.

Genealogy of Morals. Boni, 70c.

Beyond Good and Evil. Boni, 70c.

The Philosophy of Nietzsche. By G. Chatterton Hill. Appleton, \$2.75.

Friedrich Nietzsche and his New Gospel. By Emily Hamblen. Badger, \$1.00.

The Quintessence of Nietzsche. By J. M. Kennedy. Duffield, \$1.50.

Nietzsche. By Paul Elmer More. Houghton, \$1.10.

What Nietzsche Taught. By Willard Huntington Wright. Huebsch, \$2.00.

Nietzsche and Art. By Anthony M. Ludovici. Luce, \$1.50.

Friedrich Nietzsche. By Henry L. Mencken. Luce, \$1.50.

The Gist of Nietzsche. By Henry L. Mencken. Luce, 75c.

Nietzsche in Outline and Aphorism. By A. R. Orage. McClurg, 75c.

Friedrich Nietzsche. By M. A. Mugge. Dodge, 25c.

HOME SCHOOL FOR BOOKSELLERS—Continued

- Nietzsche, the Thinker. By W. M. Salter. Holt, \$3.50.
- Friedrich Nietzsche. By Georg Brandes. Macmillan, \$1.25.
- Nietzsche. By Paul Carus. Open Court, \$1.25.
- (Nietzsche began his career as an advocate of Schopenhauer's philosophy of art. He rejected, however, Schopenhauer's "will-to-live" theory, and substituted the "will-to-power." This led to Nietzsche's famous doctrine of the Superman, his protest against the excesses of humanitarianism. Nietzsche's greatest work, "Thus Spake Zarathustra" was made the basis of a tone poem by Richard Strauss.
- The number of books written about Nietzsche is proof of his great popularity. Among writers of philosophy, especially among German writers, Nietzsche stands out for the clarity and charm of his style. Much of his writing reads like "prose-poetry," so exalted and rhapsodical is it in tone.)
- EUCKEN, RUDOLPH. 1846—
- Christianity and Idealism. Harper, \$1.00.
- Religion and Life. Putnam, 50c.
- Ethics and Modern Thought. Putnam, \$1.00.
- Truth of Religion. Putnam, \$3.50.
- Life of the Spirit. Putnam, \$1.50.
- Knowledge and Life. Putnam, \$1.50.
- Can We Still be Christians? Macmillan, \$1.25.
- The Meaning and Value of Life. Macmillan, \$1.35.
- Life's Basis and Life's Ideal. Macmillan, \$2.25.
- Main Currents of Modern Thought. Scribner, \$4.00.
- The Problem of Human Life. Scribner, \$2.50.
- Rudolph Eucken's Philosophy of Life. By W. R. B. Gibson. Macmillan, \$1.25.
- Rudolph Eucken. By Meyrick Booth. Scribner, \$1.25.
- (The religious philosophy of Rudolph Eucken is unique in that it was welcomed by the Churchmen. The influence of his philosophy upon religion has everywhere been regarded as beneficent, and his books have furnished a kind of devotional reading to large numbers of people.)
- ROYCE, JOSIAH. 1856-1916.
- Studies of Good and Evil. Appleton, \$1.75.
- The Conception of Immortality. Houghton, \$1.10.
- The Spirit of Modern Philosophy. Houghton, \$3.00.
- The Religious Aspect of Philosophy. Houghton, \$2.25.
- The Hope of the Great Community. Macmillan, \$1.00.
- Outlines of Psychology. Macmillan, \$1.00.
- The Philosophy of Loyalty. Macmillan, \$1.50.
- The Problem of Christianity. 2 v. Macmillan, \$4.00.
- The World and the Individual, 3 parts. Macmillan, \$5.25.
- The Sources of Religious Insight. Scribner, 60c.
- (Royce stands next to James as the second American philosopher of international repute. He has been called "a philosopher of imagination" because he "reinstated in philosophical thinking the element of imagination." Charles M. Blake-well in *The Nation* has pointed out that the philosophies of James and of Royce were complementary rather than antagonistic. James was a pragmatist, Royce an absolute idealist. Ethical and religious interests predominate in the work of both men. Royce's delightful style makes easy reading. His pages contain abundant incident, anecdote, quotation, and illustration.)
- BERGSON, HENRI, 1859—
- Creative Evolution. Trans. by Arthur Mitchell. Holt, \$3.25.
- Laughter. Trans. by C. Brereton and Fred Rothwell. Macmillan, \$1.25.
- Matter and Memory. Trans. by Nancy Paul and W. Scott Palmer. Macmillan, \$3.50.
- Time and Free Will. Trans. by F. L. Pogson. Macmillan, \$3.50.
- The Meaning of War. Macmillan, 40c.
- Dreams. Huebsch, 60c.
- Introduction to a New Philosophy. Luce, \$1.00.
- Introduction to Metaphysics. Putnam, 75c.
- Henri Bergson: Philosophy of Change. By H. Wildon Carr. Dodge, 25c.
- The New Philosophy of Henri Bergson. By Edouard LeRoy. Holt, \$1.35.
- The Philosophy of Bergson. By G. W. Cunningham. Longmans, \$1.35.
- Modern Science and the Illusions of Bergson. By H. S. R. Elliot. Longmans, \$1.35.
- Bergson's Philosophy. By I. M. Stewart. Macmillan, \$1.90.
- Bergson for Beginners. Darcy B. Kitchin. Macmillan, \$2.00.
- Bergson—His Life and Philosophy. By A. Ruhe and Nancy Paul. Macmillan, \$2.25.
- (Bergson is regarded as "the most representative and remarkable of living philosophers." He announces a new theory of the universe which is that evolution is due to a force which he calls the "élan vital," "vital energy." This "élan vital," which recalls the "will-to-live" of Schopenhauer, is a vital momentum which exists in organic matter, an indwelling creative force.
- "An Essay on Laughter" by J. Sully (Longmans, \$2.20) is of interest in connection with Bergson's work on the same subject.)
- DEWEY, JOHN. 1859—
- The Influence of Darwin on Philosophy. Holt, \$1.60.
- German Philosophy and Politics. Holt, \$1.30.
- Essays in Experimental Logic. University of Chicago, \$1.75.
- (Professor Dewey is the foremost authority on education in America to-day. While his special field has been the psychology of education, his works on philosophy are also important. His recent book on German philosophy invites comparison with Professor Santayana's on the same subject.)
- SANTAYANA, GEORGE. 1863—
- Egotism in German Philosophy. Scribner, \$1.75.
- Winds of Doctrine. Studies in Contemporary Opinion. Scribner, \$1.75.
- The Life of Reason. 5 v. Scribner, \$7.50.
- The Sense of Beauty. Outlines of Aesthetic Theory. Scribner, \$1.50.
- (Professor Santayana's original contributions to philosophy have been in the field of aesthetics. His exposition of the philosophies of other men are very clear and illuminating. Professor Santayana is also a poet of distinction. "A Hermit of Carmel and Other Poems" is published by Scribner; "Lucifer, A Theological Tragedy" and "Sonnets and Other Poems" by Duffield.)
- CROCE, BENEDETTO. 1866—
- Aesthetic as the Science of Expression. Macmillan, \$3.50.
- What is Living and What is Dead of the Philosophy of Hegel? Macmillan, \$2.75.
- Philosophy of the Practical, Economic and Ethic. Macmillan, \$4.00.
- Historical Materialism and the Economics of Karl Marx. Macmillan, \$1.75.
- Logic as the Science of Pure Concept. Macmillan, \$3.50.
- (Croce is the foremost living Italian philosopher. His works are very technical in language and in thought. His most significant contribution to philosophy is his theory of art and of history. A sympathetic interpretation of Croce's philosophy is to be found in H. Wildon Carr's recent book, "The Philosophy of Benedetto Croce: The Problem of Art and History" (Macmillan, \$2.25).
- RUSSELL, BERTRAND. 1872—
- Problems of Philosophy. Holt, Home University Library, 60c.
- The Scientific Method in Philosophy. Oxford, 60c.
- Mysticism and Logic and Other Essays. Longmans, \$2.50.
- Why Men Fight. Century, \$1.50.
- Political Ideals. Century, \$1.00.
- Proposed Roads to Freedom. Holt, \$1.50.
- Our Knowledge of the External World as a Field for Scientific Method in Philosophy. Open Court, \$2.00.
- (Among the younger English philosophers there is none of greater promise than Mr. Bertrand Russell. The war diverted Russell temporarily from his philosophical studies. "Why Men Fight" was published in England under the title "Principles of Social Reconstruction" and was suppressed for its pacifism. Professor Santayana in "Winds of Doctrine" has characterized Russell's philosophy as "a new scholasticism." "He has written abundantly and, where the subject

permits, with a singular lucidity, candor, and charm. Especially his 'Philosophical Essays' and his little book on 'The Problems of Philosophy' can be read with pleasure by any intelligent person, and give a tolerably rounded picture of the tenets of the school.")

Questions on Philosophy

1. Who publishes and who edits the series "Epochs of Philosophy"?
2. What other series treats of schools of philosophy?
3. Name two histories of philosophy that combine biography and criticism.
4. What is the best history of modern philosophy?
5. Name two histories of American philosophy.
6. Recommend a history of philosophy for a beginner.
7. What is the oldest history of ancient philosophy?
8. Name the Socratic dialogues of Plato and of Xenophon.
9. What is the best translation of Plato?
10. What is the Enchiridion of Epictetus?
11. What philosopher was Emperor of Rome?
12. Who is the "Father of Modern Philosophy"?
13. Who is the founder of modern psychology?
14. Name two Italian philosophers, one Dutch philosopher, and one Scotch.
15. Who wrote the "Critique of Pure Reason." Why is it called "pure"?
16. What philosophical system included the "Will-to-Live"?
"Will-to-Power"?
"Elan Vital"?
17. To whom does Bernard Shaw owe his philosophy of the Superman?
18. Who originated the "religion of humanity"? Name later writers on the same subject.
19. Name four American philosophers.
20. Who wrote a book on Anti-Pragmatism?
21. Who is the greatest religious philosopher of our time?
22. Who wrote an essay on Laughter?
23. What novel by Anne Douglas Sedgwick (Century) is founded on the career of Nietzsche?
24. Name three books on German philosophy and the War by Boutroux, Santayana, and Dewey respectively.
25. What philosopher was the chief exponent of
Positivism?
Utilitarianism?
Pragmatism?
Pessimism?
Creative Evolution?
The Synthetic philosophy?
The Critical philosophy?
The Cartesian philosophy?

A Summer Rest for the Students of Bookselling

During the next few months Miss Graham will take a well-deserved respite from the rather arduous task of making these surveys of world literature.

In order to round out a first volume of these lessons, the already published material is to be revised and five new lessons supplied. This new material will be issued in the Publishers' Weekly next fall and announcement about publishing the volume will be made before that time.

Miss Graham has done an unusual piece of work in breaking out this new field and deserves the thanks of all who handle books.

THE PUBLISHERS' WEEKLY.

Best Sellers from Germany

The Spring book lists from Germany, according to an Associated Press dispatch, continue to feature memoirs by former governmental, political and military leaders, the newest being two comprehensive volumes by former Imperial Chancellor, Dr. von Bethman Hollweg. The first volume deals with political developments preceding the outbreak of the war.

Another work soon to appear will be that of Dr. Gottlieb von Jagow, former Minister of Foreign Affairs, which is reported to be a defense of Germany's pre-war policies.

German publishers are apparently putting an extraordinary appraisal on the foreign interest in these books, as they are demanding fat royalties for American and English editions. A Leipzig firm is offering for \$250,000 the foreign rights on a combination work by Admiral von Tirpitz, former Minister of the Navy; Lieut. Gen. von Stein, former Prussian Minister of War and State, and Colonel von Lettow-Vorbeck, Commander of German troops in German East Africa.

The proposal is made in some quarters that the Government seize manuscripts compiled by leaders of the old régime and include them among the foreign securities which are being requisitioned for paying for food shipments from abroad. The speed with which distinguished authors are rushing into print has also prompted the suspicion that they are running to get under cover and that forthcoming publications promise interesting recriminations and revelations.

This is said to be especially true of the book by Admiral von Tirpitz, who is said to have been in a fighting mood when writing it. No popular editions have been announced for the forthcoming publications and the public will be forced to pay high prices to satisfy its curiosity.

Mail Service Received

Referring to the requests made by the Merchants' Association of New York for the resumption of mail service to certain of the European countries, the Second Assistant Postmaster General has forwarded the following notice regarding the sending of mail to German-Austria and Poland:

"Articles of mail conforming to the Postal Union classification, ordinary and registered, will be accepted when destined for German-Austria and Poland.

"No provision has been made for a parcel-post service to either country."

English Restrictions Dropped

After April 30th the restrictions on the importation of books and periodicals in Great Britain were completely removed and government control of paper was discontinued.

Restrictions in regard to the export of books and periodicals to allied and neutral countries have also been abolished.

MAKING GOOD IN A NEW ERA

A Page of Ideas and Suggestions for the Retail Bookseller

The Whitman Anniversary

In a year that is crowded with notable anniversaries there is probably none which so deserves the attention of the bookseller as the Whitman centenary on May 31st.

There could be no greater tribute paid to the most American of American poets than to have a wider distribution of his books. No bookseller should fail to give special display at that time with portrait and a variety of editions. Many people own an edition of Whitman to be sure, but there are ever so many more who do not.

The culture of a nation can be judged by the number and condition of its bookshops. The real bookshop is more than a place where merchandise is sold; it is a center of intellectual life. From it radiate the vehicles of countless ideas—the most enduring things in the world, the unshakable basis of all civilization and all progress.

Giving the Bank the Cash Discount

"It takes the average merchant years of experience to get him to grasp a principle that he should take home to himself the first time he pays for a bill of goods," says a retailer who has built up his business mainly thru his financial ability. "I refer to the principle that the place to borrow money is at a bank or other financial institution, and not of the manufacturer who supplies the goods.

"I got my bank accustomed to 'taking the cash by discount' by going to the president when I first began business, and saying, giving him a copy of the order, 'I am going to buy these goods. The discount is so-and-so for spot cash. If you are in a position to take advantage of this rate of interest, supply me with the money and take the discount yourself and I will pay you in sixty or ninety days.'

"Commonly the banker was glad to do it, and I not only got an inside price, but got two more valuable things—a reputation with my suppliers for paying cash, and I built up my credit with my banker so that I was able to get money from him when other business men in the same town were offering high rates for ready cash and were unable to get the accommodation.

"It can be set down as an absolute surety that your banker can afford to lend you money on better terms than your supplier, for that is what the latter does when he extends you credit. The dealer who discounts his bills takes a first, clean profit that appeals to his imagination—and starts the money-making early in the game."

A Valuable Picture-book

An announcement from Marshall Jones Co. suggests an interesting opportunity for the taking of advance subscriptions for an unusual publication.

Mrs. Richard H. Dana, Jr., has prepared a Life of Christ for little children, a picture-book made from full color reproductions of Italian masterpieces with text. There are 1000 copies to be issued and delivery is to be made before Christmas. The publishers have prepared a handsome prospectus and there should be a good opportunity for the bookseller to secure now many subscribers, especially such booksellers as have a good trade in religious books and a clientele among parents who want the best for their children.

Mrs. Dana in her introduction says:

"After an extensive and unsuccessful search for a picture-book attractively illustrating for little children the life of Christ, I decided to make one myself with colored photographs. A careful study of large collections in museums, libraries, and elsewhere convinced me that by far the most appropriate pictures for children were those of the Italian painters. They were painted originally to tell the life of Christ to people who could not read, and they were therefore graphic, full of detail, and easily grasped by the undeveloped mind. I combined these pictures with selections from the Gospels to make a clear and consecutive story in the Bible language. The book became my children's favorite, and it is in response to numerous requests that it is being reproduced."

The Woolworth Formula

When asked by an interviewer of the *Dry Goods Economist* what were some of the main forces that built his business, Mr. Woolworth said:

"Extra values for minimum prices, securing good store locations, always keeping faith with the public and employees, sharing profits with important employees, having a partner in every store, tremendous buying capacity in later years, development of new merchandise of utility and beauty and inducing manufacturers to put up staple articles and products in sizes and styles that could be sold at 5 cents or 10 cents even if regular prices for regular packages were higher, cash transactions, never losing sight of the original goal and ideal, never branching out into anything that did not rightly belong to the 5 and 10 cent store business, minding our own business and never bothering about competition, taking good care of employees and helping them to improve themselves and better their conditions, studying the wants of the public."

AMONG THE PUBLISHERS

THE COVENANT of the League of Nations is to receive its first printing in book form in the Little Leather Library, ready next week.

"TEMPTATIONS," a first volume of short stories by David Pinski, the dramatist, is scheduled for early publication by Brentano's.

THE BRITTON PUBLISHING Co. announces that "Love Time in Picardy" by William Addison Lathrop has been accepted by Oliver Morosco for early stage production in New York.

HAROLD BEGBIE, author of "Twice Born Men," is represented this season by a novel, "The Convictions of Christopher Sterling," announced for May publication by Robert McBride & Co.

THE LIPPINCOTT Co. has an important war book in Commander Booth's "War Romance of the Salvation Army" and one that will especially lend itself to large display and popular sale.

THE AMUSING negro stories by Octavus Roy Cohen which are appearing in the *Saturday Evening Post* are to be published in book form by Dodd, Mead & Co., under the title, "Polished Ebony."

SOME TITLES go forward to great editions so quietly that the trade hardly realizes how busy the presses can be with an old popular title. Crowell has just printed the 340th thousand of "What is Worth While" by Anna R. Lindsay.

"VAGABONDS OF THE SEA" by René Milan which E. P. Dutton & Co. will publish shortly is a collection of sketches of life on a French battle cruiser during the first years of the war. The book was awarded the Davaine prize for prose by the French Academy.

A SANE, CONSTRUCTIVE and illuminating view of present world problems and the future of this country, together with suggested plans for reconstruction along semi-socialistic lines is given by Charles Edward Russell in his new book, "After the Whirlwind" (Doran).

A COMPLETE NARRATIVE of the Twenty-sixth Division entitled "With the Yankee Division in France" will be published by Little, Brown & Co. in June. The book is written by F. P. Sibley of the *Boston Globe*, who was the only correspondent with this New England division thruout its service in France.

"THE PRELUDE TO BOLSHIEVISM"—a book just published by Dodd, Mead & Co. forms a narrative not only of great interest but of permanent historical value, since it is the work of Kerensky, former Prime Minister of Russia, and describes very graphically the Kornilov rising, the first chapter in the drama of Bolshevism.

NOW THAT the fishing season is on in full force, every son of Isaak Walton would do well to equip himself not only with rod and reel but with Dixie Carroll's practical little book, "Lake and Stream Game Fishing." Its publishers, Stewart & Kidd, guarantee that there's "not a dry line in the book," which stands as a good omen for the success of the angler.

THE AUTO BLUE BOOK campaign of general advertising now beginning is to include ten insertions in both the *Literary Digest* and *Life* as well as three insertions in such monthlies as *Vanity Fair*, *Motor Life*, *Travel*, *Country Life*, and *Sunset*. The copy is very effective in design. It urges buying from the retailer and adds 15c. for postage if ordered from the publisher.

A NEW NOVEL by Andreas Latzko entitled "The Judgment of Peace" is announced by Boni & Liveright for early publication. Other forthcoming books from the same house are "The Story of the Rainbow Division" by Raymond S. Tompkins, war correspondent for the *Baltimore Sun*, and "The Sweet Dry and Dry," a humorous book on the prohibition question by Christopher Morley and Bart Haley.

THERE MUST have been a mingling of two "big noises" on the wires to England to have brought about the confusion shown in the following letter just received by Mr. Knopf from a large London publishing house. It reads in part: "I see you announce a new novel by Mr. Hergesheimer—I think it is called 'The Four Horsemen of the Apocalypse.' If it has not already been taken up I should be glad to have a copy with a view to publication by this house."

AS A FEATURE of the nation-wide campaign for Americanization probably 2,000,000 school children memorized "The American's Creed" during the first few months after our entrance in the World War. In order that as many more may do the same and that not only the children, but their parents as well may know the creed and how it came to be written, Matthew Page Andrews has compiled a little book, "The American's Creed and its Meaning" which Doubleday, Page & Co. recently published.

THOUSANDS OF MANUFACTURERS have made war contracts with the government and are seeking information as to how to straighten them out now that the war is over. To these men, R. Preston Shealey's "The Law of Government Contracts," to be published soon by the Ronald Press Co., comes as a godsend, for it states the principle which the courts have laid down for business men dealing with the United States and illustrates by citing typical cases.

Is the American Magazine a Curse to Canada?

Each month sees a deluge of American magazines pouring into Canada, and the question arises: Is it a detriment to Canadian progress to have our ideas flooding her literary market or does it ultimately work to her advantage? The problem is admittedly an important one and one which is bound to command increased attention as times goes on.

In the *Canadian Bookman* for April a symposium relating to the subject led to the expression of various different views. Most people deplore the influx of American magazines in such quantities, but now and again a courageous soul stands out in favor of continuing the importation. In advocating its continuance, the arguments hinge on the point that such importation is a stimulus to native literary industry, since thru it there is being created a reading public with an increasing amount of sophisticated appetite and good taste. Heretofore Canadian work has had great fundamental qualities, but it has lacked something in cosmopolitan finish and urbanity which acquaintance with the foreign magazine world will develop. The American invasion will help Canadian magazines by preparing for them a public capable of being critical. In arguing against discrimination, the force of the argument lies also in the fact that no discrimination, however exercised, could achieve a good sufficient to offset the evils of restriction; while discrimination once admitted as a principle would likely prove disastrous as a practice.

On the other side of the question, the advocates of restriction base their stand on the feeling that there are grave dangers threatening the Canadian national spirit thru the too extensive use of American periodicals. These are edited by Americans for Americans, often with the deliberate purpose of encouraging a love of and pride in their country. Thru reading them, as one person puts it, the Canadian gains a continually greater sense of the greatness of the United States and the youth of the country is trained along American lines until his loyalty to Canada is lukewarm, his interest atrophied.

Just how much of this spirit is directly due to the influence of American magazines, it is hard to state. No doubt some of it comes as a result of the limited field of Canadian periodical literature, but perhaps some is traceable to the educational system of the Canadian schools. The latter, however, brings up quite another problem, while the first is not yet solved to our complete satisfaction. The question still remains, Is the American magazine a curse to Canada? Does it detract from her progress or will it ultimately work to her advantage?

Clemenceau has announced that he will soon retire and devote himself to writing a book. There is crying need for a book by Mr. Burleson.

Over Fifty Years in the Book Business

The request of the PUBLISHERS' WEEKLY for news items from the broad field of the book-trade has brought to hand pleasant greetings from J. J. English, Jr., of the Bell Book and Stationery Co. of Richmond, Virginia, who on May 1st celebrated fifty-three years in the book business. If there are those whose experience dates farther back than that we do not know the names. From the vigor of his penned signature we forecast that Mr. English has many more years to spend in the business.

What's in a Name?

There is more force than the average person thinks in a point that Earl D. Babst, president of the American Sugar Refining Company, makes in discussing business success.

The one item, he says, which should be handled with more painstaking accuracy than anything else, is people's names. Yet in general it is the item that is treated most carelessly. You flatter a man when you spell his name exactly right and you tend to insult him when you spell it wrong. To have one of his initials wrong is hardly less objectionable than to misspell his name. And to address him as Jno. when you mean John, or Jas. for James, not only belittles him, but is absurd. There is a great deal in having a name just right, and there is no more reason for abbreviating John to Jno. than for changing Jones to Jns.

May Remit to Germany

The War Trade Board has announced that, at the request of the Supreme Economic Council at Paris, arrangements have been made for the sending of remittances into Germany thru the American Relief Administration. The proceeds of the sales will be used to purchase food to be sent into Germany.

Pick-Ups

An Air Service Lieutenant of our acquaintance bought a copy of W. L. George's "Eddies of the Day," and when he found no reference in it to Captain Rickenbacker, asked for his money back.—*N. Y. Tribune.*

Printers call the compression to which a book is subjected in binding the "Smash." One of the New York literary humorists feels that he has a good laugh on Houghton Mifflin Co. in describing the following scene in connection with the printing of two of its leading publications: Scene: A book printing plant. Foreman, at the telephone, to the publisher at the other end: "So, I understand you want 'My Antonia' heavily smashed and 'Henry Adams' lightly smashed. . . . Why, I won't even break the crystal of his watch!"



MR. LUTHER H. CARY

Manager of the book department of *The Emporium*,
and President of the San Francisco and Bay
Counties Booksellers' League

British Publishers Meet

At the annual general meeting of the London Publishers' Association held early in April, Humphrey Milford of the Oxford University Press was elected president for the ensuing year. A report from the committee appointed to consider the question of establishing an agency for the sale of English books and periodicals on the Continent and abroad showed that about 6000 pounds in capital and a considerable amount in credit had been promised towards the scheme. There is no doubt that the question is an important one and the committee seemed convinced that there was big business to be done.

Attention was also called to the undesirability of the government removing the embargo on the importation of lithographed and printed matter into the country since it would enable Americans "to dump down on to the English market thousands of tons of picture books at about half the price at which they could be produced in England."

A project for the establishment of a building which would serve as the center for the different associations representing printers, paper-makers, stationers, booksellers and publishers was discussed and it was generally felt that such a scheme would be of considerable benefit to publishers and the allied trades if it could be set on foot.

COMMUNICATIONS

The Pick-Up Order Problem

Denver, Colo., May 3, 1919.

Editor, PUBLISHERS' WEEKLY:

In the last issue of the PUBLISHERS' WEEKLY, dated April 26, we find on page 1172, a letter from Mr. A. Marshall Jones, in regard to the "Discount on Pick-Ups."

We have written Mr. Jones a letter, which is in reply to this statement, and we would be pleased to have you publish this reply, copy of which we are enclosing, if you see fit to do so.

This is a matter of very vital importance to all booksellers in the country, and especially to those west of the Mississippi River, where transportation charges are a very great item.

We trust that you will be able to give this space.

Herrick Book & Stationery Co.,
A. R. NICHOLS, Mgr.

Denver, Colo., May 2, 1919.

To A. Marshall Jones,
c/o The Marshall Jones Co.

It is with a great deal of interest that we have just read your letter printed in the PUBLISHERS' WEEKLY on April 26; and while we think your argument in regard to discount on pick-ups or re-orders is quite fully met by the article on page 1157 of the same issue of the PUBLISHERS' WEEKLY, we wish to say that there are a few other points which probably you have not thought of.

First—If we should purchase from you one of your books listed at \$1.00, ordering the same by mail, you would doubtless give us a discount of 25%, making the book cost us 75c. in Boston. Being in the seventh zone from Boston, we could not probably lay the book down in our store for less than 11c., and if it should weigh over one pound when wrapped (and they usually do) it would cost us 21c. by parcel post, or using the cheaper method, express, 16c. plus 1c. war tax, 17c. Our discount of 25% as you see, having dwindled to anywhere from 4% to 14%, the last figure being the maximum.

As you, the publishers, have already set a price on this piece of merchandise, which you advertise as the price, and which is usually printed on the book as the price, it is practically impossible for us to obtain more for this piece of merchandise.

If any book-store in the United States can exist on such working discounts, we do not know of it.

Now in regard to these mail pick-up orders. You do not have to send any representative to get them, paying him a large salary and his traveling expenses, as pick-up orders received by the publishers thru the mail do not cost him anything, except perhaps in advertising.

Going further into this proposition, we admit that probably booksellers as a whole do not pay their bills promptly as they should, but how can you expect them to meet their bills

promptly, when after receiving a book as described above, they must almost invariably deliver the book in their city, charge the book on their books, and then have to wait, as you yourself say, from three to six months for the money, sending statements every month.

Your argument that the publishers cannot increase the price so as to give the booksellers a living discount, we believe, is not a good one. If the publishers' costs increase, please remember that the booksellers' costs are also increasing, and he must have a better discount to exist.

You doubtless know that there are not nearly as many bonafide booksellers in the United States now, as there were twenty years ago. There is a reason; and if conditions do not change soon, there will be still less.

We believe that everyone is entitled to a reasonable profit on the sale of the book he sells, whether at wholesale or retail, and if the publishers insist upon putting a price on their books, then the booksellers must insist that he be given a minimum discount of 40% even on pick-ups.

The bookseller, as a matter of fact, is simply the publisher's agent or representative who distributes his books to the public, with this difference. That the bookseller invests his capital as well as his efforts in order to further the publishers' interests; and the publishers must look at the bookseller from this point of view, and as such, protect the bookseller as well as himself. For if the bookseller cannot make a profit, he cannot pay his bills, and the sooner you hide-bound publishers wake up to this fact, the better off we will all be.

Herrick Book & Stationery Co.,
A. R. NICHOLS, Mgr.

The Same Book Under a New Title

TUCSON, Arizona, April 28, 1919.

Editor, PUBLISHERS' WEEKLY:

As a matter of interest to booksellers and librarians permit me to call attention to the fact that the novel "Blood and Sand" by Blasco Ibáñez, the translation of which has just been published by E. P. Dutton & Co., is the same as "The Blood of the Arena," translated by Frances Douglas, and published by McClurg in 1911. The translation was favorably reviewed at the time by such publications as *The Nation*, *New York Times*, *Bookman*, etc.

ESTELLE LUTRELL,

Librarian of the University of Arizona.

No Change in "Movie" Names

The Federal Trade Commission has issued an order, it is announced, providing that a moving-picture firm must not change the name of an old, used film and show it again unless it is "clearly, definitely, distinctly, and unmistakably" made known to the public that the film with the new title is an old one re-issued. This is to prevent deception, for probably few people care to see a film twice.

The Doubleday Training School

The recent announcement of Harold Kinsey's assumption of the management of the Hearst book business and of the new enterprises of E. Byrne Hackett reminds the book-trade that Doubleday, Page & Co. have been a training school for much of the book-trade talent.

Alfred A. Knopf started with them; Eugene F. Saxton now occupies an important editorial position with Geo. H. Doran & Co.; John G. Kidd is vice-president and general manager of Stewart & Kidd Co. T. R. Smith, editor of *Century Magazine*; Christopher Morley, now of the *Philadelphia Ledger*; Walter V. McKee, now general manager of the John V. Sheehan bookstore at Detroit; Howard V. Cook and J. H. Apeler now in the Moffat, Yard business; Maxwell Aley of Holt's and for a brief stay Robert Cortes Holliday, editor of *The Bookman*, were at one time with Doubleday.

A Correction

Probably the most egregious error that our good friends, the printers, have ever allowed us to commit is the printing in our last issue of an advertisement for The American News Co., using copy that was written for last December and supposedly "killed" thereafter. How that plate could have lain concealed all that time to reappear just as summer bursts upon us is not to be explained. Our many readers that trade thru the News Co. know that being behind the times is not their characteristic. We offer our apologies.

Personal Notes

JOHN GALSWORTHY, who recently completed his lecture tour thru the United States, has donated \$4000, the net profits of his lectures, to the American Committee for Armenian and Syrian Relief to be used in aiding the destitute people of the Near East.

WILLIAM HEYLIGER, one of the most popular of American writers for boys, is finding time between books to conduct a page of news for boys which is being syndicated in a number of large newspapers.

JOHN MASEFIELD, so it is announced in the *Book Monthly*, will have a new play this spring called "The Harvesters." It is described as a tragedy of Japan, expressive of Oriental chivalry, and strikingly novel in technique.

D. K. MEDCALF, so well-known in the book-trade for his long connection with Scrantom, Wetmore & Co., has just landed from France where he has been Director of the Y. M. C. A. Bureau of Libraries and Periodicals at Paris.

EDDIE RICKENBACKER, after a successful lecture tour thru the principal cities of New England and the East, has started on an extended tour in the West, presenting to his audiences the story of the "Hat-in-the-Ring" squadron of which he was commander.

CHANGES IN PRICE

JOHN LANE COMPANY

The Amethyst Ring by Anatole France, now \$2.50 net.

CHARLES SCRIBNER'S SONS

The Mysterious Island. Pictures by N. C. Wyeth. \$3.00 net.

The Boy's King Arthur. Pictures by N. C. Wyeth. \$3.00 net.

Stevenson's Black Arrow. Pictures by N. C. Wyeth. \$3.00 net.

Stevenson's Kidnapped. Pictures by N. C. Wyeth. \$3.00 net.

Stevenson's Treasure Island. Pictures by N. C. Wyeth. \$3.00 net.

The Arabian Nights. Pictures by Maxfield Parrish. \$3.00 net.

Stevenson's Child's Garden of Verses. Pictures by Jessie Willcox Smith. \$3.00 net.

Field's Poems of Childhood. Pictures by Maxfield Parrish. \$3.00 net.

Stockton's the Queen's Museum. Pictures by Frederick Richardson. \$3.00 net.

The Sandman's Forest. Pictures by Paul Bransom. \$2.25 net.

Hans Brinker. Pictures by George Wharton Edwards. \$2.25 net.

The Boy Emigrants. Pictures by H. J. Dunn. \$2.25 net.

The Wind in the Willows. Pictures by Paul Bransom. \$2.25 net.

Little Lord Fauntleroy. Pictures by R. B. Birch. \$2.25 net.

Indian Why Stories. Pictures by Charles M. Russell. \$2.25 net.

The Little Princess. Pictures by Ethel F. Betts. \$2.25 net.

Obituary Notes

OSCAR FAY ADAMS, a well known author, died at North Truro, Mass., on April 30. Mr. Adams was born in Worcester, Mass., and was graduated from the New Jersey State Normal School in 1874. Besides being an author, he was a lecturer on literature and architecture, and was for some time corresponding secretary of the Boston Authors' Club. Among his works are "A Handbook of English Authors," "A Handbook of American Authors," "Chapters from Jane Austen," "Dear Old Story Tellers," "The Poets Corner" and "Scotland Since Culloden."

SIR JOHN P. MAHAFFY, Provost of Trinity College, Dublin, died in that city on April 30, aged eighty years. He was well known as a philosopher and as a student of ancient history and had written many books on philosophy and history.

PAUL F. VOLLAND, head of the art publishing company which bears his name, was shot and instantly killed in his office at 58 East Washington Street, Chicago, on May 5th. The crime was committed by a Mrs. Vera Trepagnier, who gave her age as sixty, and claimed the company owed her five thousand dollars in royalties. It appears that a small model of a Washington miniature by Trumbull, which she brought to Mr. Volland several years ago, was accepted for reproduction, but notwithstanding his faith in it, it failed to become popular. The payment of royalties then became an obsession with the woman, and it ended in her crime of murder.

Mr. Volland was devoted to the art publishing business which he established some ten years ago. An indefatigable worker, he gave his whole life and thought to it, and probably

created more successful novelties in cards, booklets, and children's literature than any other single concern in his line. He was about forty-five years old.

L. FRANK BAUM, widely known as the author of the "Oz" books and other juveniles, died at his home in Hollywood, Cal., on May 6, aged 63 years. Mr. Baum began his writing career with newspaper work in 1880. From 1888-90 he was editor of the *Dakota Pioneer*, Aberdeen, S. D., following this with similar work for the *Show Window*, Chicago, Ill. Most of his time during the past twenty years has been devoted to juvenile writing in which he was unusually successful. Among the most popular of his many books may be mentioned "The Wonderful Wizard of Oz," 1900; "Dot and Tot of Merryland," 1901; "The Magical Monarch of Mo," 1903; "The Marvelous Land of Oz," 1904; "Queen Zixi of Ix," 1905; "Ozma of Oz," 1917; "Dorothy and the Wizard," 1908; "The Road to Oz," 1908; "The Scarecrow of Oz," 1915; "The Tin Woodman of Oz," 1918. Besides this record, Mr. Baum was author of several plays and musical extravaganzas, chief among them being "The Wizard of Oz" in which Montgomery and Stone scored their first big success. He has also been a contributor for many years to such magazines as the *Youth's Companion*, *Harpers* and *St. Nicholas*.

Business Notes

BINGHAMTON, N. Y.—Hills, McLean & Haskins have had a fire loss.

NEW YORK CITY—Advance Encyclopedia, Inc., has just been chartered, with a capital listed at \$30,000. D. Goldblatt and G. and S. Wicha of Brooklyn are the incorporators.

NEW YORK CITY.—The American Jewish Book Co., 110 West 40th St., has been established to deal in books of all publishers treating of Jewish life, history and thought.

NEW YORK CITY.—The creditors' committee in charge of the affairs of Henry Malkan has declared a first dividend of 23 per cent. It plans to conduct the business for a period yet undetermined. If the results of this operation seem to encourage the hope that continued operation will result in the ultimate payment of one hundred cents on the dollar, the business will be continued by the committee. If, on the other hand, the prospects do not seem to warrant it, the business, as a going enterprise, will be offered for sale and sold in its entirety to the highest bidder. The proceeds of such sale will then form the final dividend.

SAN FRANCISCO, CAL.—G. Hargens, formerly of the "White House" has started for himself as a dealer in old books in all languages at 2 Tillman Alley.

SOUTH BEND, IND.—The Book Shop, succeeding the H. S. Miller Book Store, is under the part ownership and management of F. G. Wood. Miss Sadie Miller who has been connected with the Miller store for a number of years will assist Mr. Wood until late fall at least.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15cm.); Th. (32mo: 12½ cm.); Fe. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

About, Edmond François Valentin

Le roi des montagnes; ed. with introd., notes, exercises and vocabulary, by Frances B. Wilson. 9+379 p. il. S (Macmillan French ser.) c. N. Y., Macmillan bds. 60 c. n.

Administrative (The) reform of the church; being the report of the Archbishop's fourth committee of inquiry 32 p. O '18 [N. Y., Macmillan] pap. 20 c. n.

Alexander, Carter

School statistics and publicity. 19+332 p. (4 p. bibl.) il. forms tabs. diagrs. D (Beverly educational ser.) [c. '19] Bost., Silver, Burdett & Co., 221 Columbus Ave. \$1.60

Ambrose, Saint

"On the mysteries"; and the treatise, "On the sacraments," by an unknown author; tr. by T. Thompson; ed. with introd. and notes by J. H. Srawley. 143 p. D (Translations of Christian literature, ser. 3, Liturgical texts) [19] N. Y., Macmillan \$1.75 n.

Austin, Frank Eugene

Induction coils, in theory and practice. 63 p. il. c. Hanover, N. H., F. E. Austin \$1

Baker, Daniel, comp.

Platen printing presses; a primer of information regarding the history and mechanical construction of platen printing presses, from the original hand press to the modern job press, to which is added a chapter on automatic presses of small size. 42 p. il. O (Typographic technical ser. for apprentices, pt. 1, no. 6) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. [148 High St.] with set of 64 v. \$50 n.

Aldrich, John Merton

The kelp-flies of North America (genus *Fucellia*, family Anthomyiidae). 157-179 p. il. Q (Proceedings of the California Academy of Sciences, 4th ser., vol. 8, no. 5) '18 San Francisco, Cal. Academy of Sciences. pap. 25 c.

Arizona. Supreme Court

Repts. (Alice M. Birdsall) v. 19. Decisions between May 19, 1917 and July 19, 1918. 691 p. San Francisco, Bancroft-Whitney. \$4.25

Association of Railway Executives

The governments and the railroads; reprinted from

Baker, Herbert Lynn

Cylinder printing machines; being a study of the mechanism and operation of the principal types of cylinder printing machines. 4+49 il. O (Typographic technical ser. for apprentices, pt. 1, no. 7) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Baldwin, Mary

The link, and other stories of the great festival; with il. by A. A. Hilton. 63 p. col. front. D '18 [N. Y., Macmillan] 50 c. n.

Barrie, Sir James Matthew

Alice Sit-by-the-Fire. 139 p. D (Uniform ed. of the plays of J. M. Barrie) c. N. Y., Scribner \$1 n.

George Meredith: a tribute. New ed. 32 p. por. T Portland, Me., T. B. Mosher 50 c. n.

Barry, Rev. Joseph Gayle Hurd, and Delany, Rev. Selden Peabody

The religion of the prayer book. 275 p. D N. Y., E. S. Gorham \$1.75 n.

Beck, Herbert M.

Aliens' text book on citizenship; laws of naturalization of the United States. 100 p. por. S c. Camden, N. J., H. M. Beck pap. 50 c.

Berry, Jean

My child; a book of verse. 8+69 p. S [c. '19] N. Y., Dutton \$1.25 n.

Beyer, C. H.

Diagram of the arterial system according to Gray, giving branches with subdivisions, important relations, points of litigation, cross

the *Unpopular review*. 20 p. O [N. Y., Assn. of Railway Executives] pap.

Balliett, Sarah Joanna Dennis [Mrs. L. Dow Balliett]

The Balliett philosophy of number vibration in questions and answers; a text book. 15+78 p. D '18 c. Atlantic City, N. J., Mrs. L. D. Balliett, 1101 Pacific Ave. \$3

Benes, Vojta

Economic strength of the Czechoslovak lands. 2d ed. 32 p. il. map O '18 Chic., Bohemian National Alliance of Am., 3734 W. 26th St. pap. 20 c.

sections, triangles, etc. 33x21 inches. Milwaukee, Trade supplied by C. N. Caspar Co. pap. mounted on tin \$1.50 n.

Diagram of the venous system according to Gray, giving the origin, termination and tributaries of each vein, important relations, etc. 33x21 inches. Milwaukee, Trade supplied by C. N. Caspar Co. pap. mounted on tin \$1.50 n.

Bible

Selections from the Vulgate; arranged by H. J. White. 60 p. D (Texts for students, 6. School ser.) [N. Y., Macmillan] pap. 30 c.

Bigwood, George

Cotton. 8+206 p. pls. D (Staple trades and industries) N. Y., Holt \$1.60 n.

Information concerning the raw material, its preparation and the manufactured products. Index.

Bondar, D.

Simplified Russian method, conversational and commercial. 2d ed. O 225 p. '18 c. Milwaukee, Trade supplied by C. N. Caspar Co. \$3 n.

Boreham, Frank W.

Faces in the fire; and other fancies. 272 p. D ['19] N. Y. and Cin., Abingdon Press \$1.25 n.

Collection of essays by author of "The Other Side of the Hill."

Boyle, Callie Elizabeth, comp.

Easter; a student bibliography. 30 p. O Riverside, Cal., Riverside Public Library pap. 10 c.

Brawley, Benjamin Griffith

Women of achievement; written for the Fireside schools. 92 p. pors. D [c. '19] [Chic., Woman's Am., Bapt. Home Mission Soc., 2969 Vernon Ave.] 40 c.

Brebner, Percy James [Christian Lys, pseud.]

A gallant lady. 442 p. D c. N. Y., Duffield \$1.60 n.

Romance of chivalry of the time of Louis XIV.

Browne, Bp. George Forrest

Church and state in English history; reprinted from the report of the Archbishop's committee on church and state. 61 p. D (Church historical pamphlets, 2) '18 [N. Y., Macmillan] pap. 40 c. n.

Buck, Charles Neville

A pagan of the hills; front. by George W. Gage. 299 p. D [c. '19] N. Y., Watt \$1.50 n.

Brent, Bp. Charles Henry

Soldiers of the wooden cross; address delivered at the memorial services held with the 305th, 306th and 307th infantry regiments, Chateau Villain, January 5, 1919. no paging D [N. Y., General War-Time Commission of the Churches, 105 E. 22d St.] pap. 100 copies \$5

Bureau of Railway Economics

Railway earnings in 1918. 16 p. tabs. O (Miscel-

laneous ser. 32) Wash., D. C., Bur. of Railway Economics pap.

Burchill, Georgine, and others

The progressive road to reading, bk. 4; il. by Harriet O'Brien. 267 p. D [c. '19] Bost., Silver, Burdett 56 c.

Camp, Walter

Athletes all; training, organization, and play. 13+277 p. pls. D (School, college, and service athletics) c. N. Y., Scribner \$1.50 n.

Explains elements of training and of organizing and playing both the major and the lesser games which were developed during the war.

Campbell, Lorn, jr.

Oxy-acetylene welding manual. 154 p. il. O N. Y., Wiley \$1.25 n.

Canby, Henry Seidel

Our house. 308 p. D c. N. Y., Macmillan. bds. \$1.60 n.

Story of a man who wants to get much out of life and of his struggles and development.

Cantacuzène, Princess [Countess Shéransky, née Julia Dent Grant]

Revolutionary days; recollections of Romanoffs and Bolsheviks, 1914-1917. 411 p. pls. pors. O [c. '19] Bost., Small, Maynard \$2 n.

Narrative of Russia in the last days of autocracy, thru the Revolution to the Bolshevik régime. Author is granddaughter of President U. S. Grant.

Clement, Saint, of Rome

The epistle of St. Clement of Rome. 46 p. D (Texts for students, 7) [N. Y., Macmillan] pap. 20 c.

Cleveland, Frederick Albert, and Schafer, Joseph, eds.

Democracy in reconstruction. [Trade ed.] 4+506 p. O [c. '19] Bost., Houghton Mifflin \$2.50 n.

Collinge, V. E.

Card index system. Rev. ed. 121 p. il. D N. Y., Pitman 70 c.

Cooke, Marjorie Benton

Cinderella Jane. D (Copyright fiction) N. Y., A. L. Burt Co., 114 E. 23d St. 65 c.

Courtney, William Leonard

Old saws and modern instances. 7+269 p. O ['18] N. Y., Dutton \$5 n.

Modern questions illustrated by ancient examples, especially in the realm of the drama. *Partial Contents:* Mr. Thomas Hardy and Æschylus; Aristophanes, the pacifist; Realistic drama; Sir Herbert Tree and the English stage. Index.

laneous ser. 32) Wash., D. C., Bur. of Railway Economics pap.

California. Supreme Court

Repts. (Randolph V. Whiting) v. 176. 971 p. San Francisco, Bancroft-Whitney. \$3

Carnegie Steel Company

Ship building channels and bulb sections. [5th ed.] 24 p. il. D Pittsburgh, Pa., Carnegie Steel Co. [Carnegie Bldg.] pap. 25c.

De Vèze, Camille

First steps in job composition. 54 p. O (Typographic technical ser. for apprentices, pt. 2, no. 18) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

De Vinne, Theodore Low

Book composition, pt. 1: Composition of pages, pt. 2: Imposition of pages. Chapters from De Vinne's "Modern methods of book composition," rev. and arranged by J. W. Bothwell. 6+212 p. il. O (Typographic technical ser. for apprentices, pt. 2, no. 20) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Dodge, Louis

Rosy. 331 p. D c. N. Y., Scribner \$1.60 n.

Story of a young girl living alone in a mountain cabin in the Ozarks, who shelters a fugitive prisoner.

Dunbar, Ruth

The swallow; a novel based upon the actual experiences of one of the survivors of the famous Lafayette Escadrille. 246 p. D c. N. Y., Boni & Liveright \$1.50 n.

Wartime romance of an aviator.

Dunton, Charles Leforest, comp.

Pressroom hints and helps; describing some practical methods of pressroom work, with directions and useful information relating to a variety of printing-press problems. 7+72 p. il. O (Typographic technical ser. for apprentices, pt. 4, no. 28) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Elkins, Felton Broomall

Three tremendous trifles. 118 p. O c. N. Y., Duffield \$1.50 n.

Three comedies. *Contents:* The Belgian baby; The quick and the dead; "Figuratively speaking."

Elliot, Arthur Ralph Douglas

Traditions of British statesmanship; some comments on passing events. 10+231 p. O N. Y., Dodd, Mead \$3.50 n.

Delany, Rev. Selden Peabody

Difficulties of faith; ed. by the late Bishop of Fond du Lac. (Fond du Lac tracts, 5) '18 Milwaukee, Morehouse Pub. 10 c.

Drawbridge, Rev. Cyprian Leycester

Can man know God? 16 p. O (Christian evidence pamphlets, 3) '18 [N. Y., Macmillan] pap. 10 c. n.

Disbelief in God. 16 p. O (Christian evidence pamphlets, 2) '18 [N. Y., Macmillan] pap. 10 c. n.

Materialism; the relationship between body and spirit. 16 p. O (Christian evidence pamphlets, 1) '18 [N. Y., Macmillan] pap. 10 c. n.

Morality without religion. 16 p. O (Christian evidence pamphlets, 8) '18 [N. Y., Macmillan] pap. 10 c. n.

Prayer and science. 16 p. O (Christian evidence pamphlets, 6) '18 [N. Y., Macmillan] pap. 10 c. n.

Reasons for believing in God. 24 p. O (Christian evidence pamphlets, 4) '18 [N. Y., Macmillan] pap. 10 c. n.

Religion and natural science. 15 p. O (Christian evidence pamphlets, 5) '18 [N. Y., Macmillan] pap. 10 c. n.

Survival after death. 16 p. O (Christian evidence pamphlets, 7) '18 [N. Y., Macmillan] pap. 10 c. n.

Outlines the traditional foreign policy of the British Empire for the past one hundred years and discusses what the policy will probably be during the years of reconstruction.

Ermatinger, Henry L.

Scientific hat finishing and renovating; a complete and profusely illustrated course of instruction, enabling the novice to acquire the art of finishing and remodeling hats of all varieties according to tested and approved methods. 8+151 p. D N. Y., Roberts, Cushman & Co., 10 Washington Pl. \$5

Erzberger, Matthias

The league of nations; the way to the world's peace; tr. by Bernard Miall. 6+331 p. O N. Y., Holt \$2.25 n.

Discussion of the league of nations, free trade and economic rights, the colonial problem, etc., by a leader of the Centrist party in the Reichstag.

Evangelistic (The) work of the church; being the report of the Archbishop's third committee of inquiry. 12+72 p. O '18 [N. Y., Macmillan] pap. 40 c. n.

Fairbanks, Douglas

Laugh and live. D (Copyright fiction) N. Y., Burt 65 c.

Finley, John Huston

A pilgrim in Palestine; being an account of journeys on foot by the first American pilgrim after General Allenby's recovery of the Holy Land. 14+251 p. pls. O c. '18-'19 N. Y., Scribner bds. \$2 n.

Account of author's recent travels in Palestine where he was sent as Red Cross commissioner.

Fowler, R. C.

Episcopal registers of England and Wales. 32 p. D (Helps for students of history, 1) '18 [N. Y., Macmillan] pap. 20 c. n.

Futrelle, Jacques

My lady's garter. D (Copyright fiction) N. Y., Burt 65 c.

Gilbert, Sir William Schwenck

The "Bab" ballads; much sound and little sense; with il. by the author. [Pocket ed.] 10+184 p. S [n.d.] Bost., Small, Maynard \$1 n.

Elliott, Rev. Spencer H.

Friendship, love and courtship; a straight talk to young men and women. 16 p. T (Straight talk ser. 3) '17 [N. Y., Macmillan] pap. 4 c.

Liberty and popular amusements; a straight talk with the British public. 16 p. T (Straight talks ser. 8) '17 [N. Y., Macmillan] pap. 4 c.

What makes a man; a straight talk to boys. 15 p. T (Straight talks ser. 1) '17 [N. Y., Macmillan] pap. 4 c.

A woman's honour; a straight talk to men. 16 p. T (Straight talk ser. 5) '17 [N. Y., Macmillan] pap. 4c.

Farrington, Charles C.

Historic Cambridge common. 32 p. pls. T '18 c. '19 Bedford, Mass. [Bedford Print Shop] 25 c.

Frothingham, Paul Revere

Our debt to Great Britain. '18 c. '19 Bost., Beacon Press. pap. 10 c.

Gallaher, Ruth Augusta

Legal and political status of women in Iowa, an historical account of the rights of women in Iowa from 1838 to 1918. 12+300 p. O '18 Iowa City, Ia. [Ia. State Historical Soc.] \$2.50

Giraldus de Barri, called Cambrensis

Selections from Giraldus Cambrensis. 64 p. D (Texts for students, 3. School ser.) '18 [N. Y., Macmillan] pap. 30 c. n.

Gordon, Samuel Dickey

The bent-knee time; a bit for every day of the year. 186 p. T [c. '18] Phil., Am. Sunday School Union, 1816 Chestnut St. 75 c.

Gray, Joslyn

Rusty miller. 248 p. pls. D c. N. Y., Scribner \$1.35 n.

Story of a girl belonging to a large and poor family in a little country town. She finds an ally in the orphan, Reuben, and with his help wins a place for herself in the village and gains the respect of those who distrusted her because of her shiftless father.

Grave Niel, jr.

Paper-cutting machines; a primer of information about paper and card trimmers, hand-lever cutters, power cutters and other automatic machines for cutting paper. 61 p. il. O (Typographic technical ser. for apprentices, pt. 1, no. 10) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Hamilton, Frederick W.

Abbreviations and signs; a primer of information about abbreviations and signs, with classified lists of those in most common use. 43 p. O (Typographic technical ser. for apprentices, pt. 6, no. 37) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Books before typography; a primer of information about the invention of the alphabet and the history of book-making up to the invention of movable types. 47 p. il. O (Typographic technical ser. for apprentices, pt. 8, no. 49) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

A brief history of printing. 2 v. 64; 94 p. O (Typographic technical ser. for apprentices, pt. 8, no. 51-52) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

A brief history of printing in America; containing a brief sketch of the development of the newspaper and some notes on publishers who have especially contributed to printing. 89 p. il. facsms. O (Typographic technical ser. for apprentices, pt. 8, no. 54) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

A brief history of printing in England; a short history of printing in England from Caxton to the present time. 80 p. O (Typographic technical ser. for apprentices, pt. 8, no. 53) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Capitals; a primer of information about capitalization, with some practical typographic hints as to the use of capitals. 35 p. O (Typographic technical ser. for apprentices,

pt. 6, no. 34) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Compound words; a study of the principles of compounding, the components of compounds, and the use of the hyphen. 19 p. O (Typographic technical ser. for apprentices, pt. 6, no. 36) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Division of words; rules for the division of words at the ends of lines, with remarks on spelling, syllabication and pronunciation. 27 p. O (Typographic technical ser. for apprentices, pt. 6, no. 35) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

The invention of typography; a brief sketch of the invention of printing and how it came about. 55 p. il. facsms. O (Typographic technical ser. for apprentices, pt. 8, no. 50) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Preparation of printers' copy; suggestions for authors, editors and all those who are engaged in preparing copy for the composing room. 21 p. O (Typographic technical ser. for apprentices, pt. 6, no. 40) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Type and presses in America; a brief historical sketch of the development of type casting and press building in the United States. 43 p. O (Typographic technical ser. for apprentices, pt. 8, no. 55) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

The uses of italic; a primer of information regarding the origin and use of italic letters. 18 p. il. facsms. O (Typographic technical ser. for apprentices, pt. 6, no. 38) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Word study and English grammar; a primer of information about words, their relations and their uses. 53 p. O (Typographic technical ser. for apprentices, pt. 6, no. 32) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Hamilton, Robert W.

Belinda of the Red Cross. D (Copyright fiction) N. Y., Burt 65 c.

Hamon, Augustin Frédéric

Lessons of the world-war; tr. by Bernard Miall; with an introd. by Patrick Geddes. 438 p. O N. Y., Dodd, Mead \$4 n.

Critical study of the great war and its effects on the life of the nations. Index. Author is a well-known French sociologist.

Hancock, Bernard M.

Life by His death; practical meditations at the cross of Jesus upon the office for the visitation of the sick; for the use of the sick and the whole; with a preface by Viscount Mountmorres. 32 p. D '18 [N. Y., Macmillan] 50 c. n.

Hanshew, Thomas W. [Charlotte May Kingsley, pseud.]

Cleek, the man of the forty faces. D (Copyright fiction) N. Y., Burt 65 c.

Hassall, Arthur

France, mediaeval and modern. 319 p. O (Histories of the belligerents ser.) '18 N. Y., Oxford Univ. \$3.25 n.

Hatch, Harris B., and Stewart, Alexander A.

Electrotyping and stereotyping, a primer of information about the processes of electrotyping and stereotyping. pt. 1. Electrotyping, by H. B. Hatch, pt. 2. Stereotyping, by A. A. Stewart. 79 p. il. O (Typographic technical ser. for apprentices, pt. 1, no. 15) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Head, Henry

Destroyers, and other verses. 87 p. D N. Y., Oxford Univ. \$2 n.

Hearnshaw, Fossey John Cobb

Municipal records. 46 p. D (Helps for students of history, 2) '18 [N. Y., Macmillan] pap. 30 c. n.

Holy Russia; and other poems; tr. from the Russian by P. E. Matheson. 63 p. O N. Y., Oxford Univ. bds. \$1.35

Translation of thirty-nine poems by fifteen Russian authors.

Hoppin, Joseph Clark

A handbook of Attic red-figured vases. v. 1. 472 p. il. pls. O c. Cambridge, Mass., Harvard Univ. \$8 n.

Hymns of the Eastern church; tr. with notes and an introd. by J. M. Neale. Centenary ed. 156 p. por. S '18 [N. Y., Macmillan] \$1.25 n.

Industrial arts index; sixth annual cumulation; subject index to a selected list of engineering and trade periodicals for 1918; ed. by Charlotte G. Noyes and Louise D. Teich. 528 p. Q N. Y., H. W. Wilson Co. service basis

Jewish Community of New York City

The Jewish communal register of New York city, 1917-1918. 2d ed. 6+1597 p. (21 p. bibl.) pls. diagrs. fold. maps fold. plan fold. tabs. D [c. '18] N. Y., Jewish Community of N. Y. City [114 Fifth Ave.] \$2.50

Guaranty Trust Company of New York

How business with foreign countries is financed. 55 p. forms O N. Y., Guaranty Trust Co. of N. Y. pap.

Hill, Sylvia M.

A King's daughter; a straight talk to girls. 16 p. T (Straight talk ser. 2) '17 [N. Y., Macmillan] pap. 4 c.

Marriage and motherhood; a quiet talk to girls about to marry. 16 p. T (Straight talks ser. 4) '17 [N. Y., Macmillan] pap. 4 c.

Our girls; a straight talk to mothers. 16 p. T (Straight talk ser. 6) '17 [N. Y., Macmillan] pap. 4 c.

Our lads; a straight talk to parents. 16 p. T (Straight talk ser. 7) '17 [N. Y., Macmillan] pap. 4 c.

Johnson, Charles

The Public record office. 47 p. D (Helps for students of history, 4) '18 [N. Y., Macmillan] pap. 20 c. n.

Johnson, Owen McMahon

The woman gives. D (Copyright fiction) N. Y., Burt 65 c.

Joseph, Rev. Morris

Judaism as creed and life. 3d ed. rev. 16+522 p. O N. Y., Macmillan \$2 n.

Keith, Arthur Berriedale, ed.

Selected speeches and documents on British colonial policy, 1763-1917. 2 v. 16+381; 8+424 p. S (World's classics, 215-216) N. Y., Oxford Univ. ea. 65 c. n.; mor. ea. \$1 n.

Kerensky, Alexander Feodorovich

The prelude to Bolshevism; the Kornilov rising. 23+312 p. pors. O N. Y., Dodd, Mead \$2.50 n.

Account of the beginnings and rise to power of the Bolsheviki.

King, Basil i. e. William Benjamin Basil

The lifted veil. il. D (Copyright fiction) N. Y., Burt 65 c.

Lalis, A.

Dictionary of the Lithuanian and English languages. 2 v. in 1. 3d ed. 1274 p. O '19 c. '15 Milwaukee, Trade supplied by C. N. Caspar Co. mor. \$10 n.; hf. mor. \$8 n.

Lancaster, F. Hewes

The wind in the garden. 152 p. D c. Bost., Stratford Co. \$1.25 n.

Tale of the French folk living on the banks of the lower Mississippi.

Lash, Rev. N. A.

Life lines; a book for seamen. 31 p. Tt '18 [N. Y., Macmillan] 50 c. n.

Laughlin, James Laurence

Money and prices. 11+314 p. O c. N. Y., Scribner \$2.50 n.

Untechnical study of the problem of prices and their regulation, with an interpretation of their controlling forces. Index. Author is emeritus professor of political economy, University of Chicago.

Levitas, Arnold

Proofreading; the technical phases of the proofreader's work; reading, marking, revising, etc.; methods of handling proofs and copy. 50 p. O (Typographic technical ser. for apprentices, pt. 6, no. 39) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Holmes, Arthur Dunham

Experiments on the digestibility of wheat bran in a diet without wheat flour. 20 p. tabs. O (U. S. Dept. of Agric. bull. 751) Wash., D. C., Gov. Pr. Off.

Hulbert, Robert W., comp.

Illustrated historical souvenir of 13th field artillery brigade, Camp Lewis, Wash. 50 p. il. pors. obl. F. c. '18 Tacoma, Wash., R. W. Hulbert. 3306 S. 10th St. pap. \$1.

Kadison, Alexander

Through agnostic spectacles. 108 p. D c. N. Y., Truth Seeker Co., 62 Vesey St. \$1 n.

Laus Deo; hymns of peace and goodwill. 16 p. S '18 [N. Y., Macmillan] pap. 5 c.

Lippincott, Isaac

Problems of reconstruction. 340 p. D c. N. Y., Macmillan \$1.60

Discussion of industrial reconstruction problems. Index. Author is associate professor of economics, Washington University.

Locke, Gladys Edson

That affair at Portstead Manor. 266 p. O c. '14-'19 Bost., Four Seas \$1.50 n.

Published in 1914 by Sherman, French & Company.

Mackarness, Charles Coleridge, D.D.

The poetry of Keble; as a guide to the clergy in their pastoral work; with an introd. by the warden of Keble College, Oxford. 61 p. D '18 [N. Y., Macmillan] pap. 60 c. n.

McMahon, John Robert, ed.

How these farmers succeeded. 8+261 p. pls. pors. D c. '18-'19 N. Y., Holt \$1.40 n.

Stories of sixteen leading farmers from the chief agricultural states giving the secrets of their success.

Marquand, Allan

Robbia heraldry. 312 p. il. Q (Princeton monographs on art and archaeology, v. 7) Princeton, N. Y., Princeton Univ. Press \$10 n.

Marshall, Archibald

The Clintons, and others. 407 p. D c. N. Y., Dodd, Mead \$1.75 n.

Contents: Kencote; The terrors; A son of service; "In that state of life"; The builder; The little squire; Audacious Ann; The bookkeeper; The squire and the war.

Martin, H. S.

The New York stock exchange; a discussion of the business done; its relation to other business, to investment, speculation and gambling; the safeguards provided by the exchange, and the means taken to improve the character of speculation. 277 p. D c. N. Y. [F. E. Fitch, 47 Broad St.] \$1

Marvin, Francis Sydney

The century of hope; a sketch of western progress from 1815 to the great war. 8+352 p. D N. Y., Oxford Univ. \$3 n.

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Selections from Matthew Paris. 64 p. D (Texts for students, 2. School ser.) '18 [N. Y., Macmillan] pap. 30 c. n.

Maxwell, William

The training of a salesman; 6 illustrations. 220 p. pls. D (Lippincott's training ser.) [c. '19] Phil., Lippincott \$1.50 n.

Practical discussion of the most effective methods of salesmanship.

Mercier, Charles Arthur, M.D.

Crime and criminals; being the jurisprudence of crime; medical, biological, and psychological; with an introd. by Sir Bryan Donkin. 17+290 p. O N. Y., Holt \$2.50 n.

Partial Contents: The factors of crime; The psychology of crime; Private crimes; Family and social crimes; Prevention, detection and punishment of crime.

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Molière; a romantic play. 238 p. D c. N. Y., A. A. Knopf bds. \$1.50 n.

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Study of the movement of city planning and what it has accomplished with especial emphasis upon what has been done in Chicago. Index.

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New (The) Hazell annual and almanack for year 1919; [ed.] by T. A. Ingram; giving the most recent and authoritative information concerning the British Empire, the nations of the world and all the important topics of the day, together with much astronomical and other useful matter. 34th year of issue. 44+966 p. D N. Y., Oxford Univ. \$3 n.

Newark, N. J. Free Public Library

Foreign countries; a list of books on foreign countries, comp. for the United States Shipping Board by Miss M. L. Prevost. 25 l. O '18 Wash., D. C., Gov. Pr. Off.

Lingle, Mrs. Thomas Wilson

Studies in the social and industrial condition of women as affected by the war. 19 p. O (After-the-war information ser. 2) Chapel Hill, N. C., Univ. of N. C. pap. 25 c.

Luccock, Halford Edward

The new map of the world; twelve lessons for adult Bible classes. 35 p. il. maps O [n. d.] N. Y. and Cin., Meth Bk. Concern. pap. 15 c.; per doz. \$1.50

McConnel, E. W. J.

A plea for a proper diaconate. 30 p. S [N. Y., Macmillan] pap. 15 c. n.

Merrill, George Perkins

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National Civil Liberties Bureau

War-time prosecutions and mob violence; involving the rights of free speech, free press and peaceful assemblage; (from April 1, 1917 to March 1, 1919). 55 p. O N. Y., National Civil Liberties Bu. pap. 5 c.

Naturalization Publishing Company, Pittsburgh

Naturalization instructions; information for our future citizens. 9th ed. 16 p. S c. '19 [Pittsburgh, Pa., Naturalization Pub.] pap. 25 c.

Ships and the ocean; a list of books on ships, commerce, and the merchant marine; comp. for the United States Shipping Board by Miss M. L. Prevost. 7 l. O '18 Wash., D. C., Gov. Pr. Off.

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Noyes, Alfred

The avenue of the allies; and Victory. 24 p. col. front. Q c. N. Y., Art War Relief, Book Committee, 599 Fifth Ave. \$3

Proceeds to be given to the Royal Literary and the Art War Relief funds.

Oakley, Rev. G. R.

In the King's service; an octave of addresses to boys and girls. 62 p. S '18 [N. Y., Macmillan] 90 c. n.

Orczy, Emmuska, Baroness

Leatherface. D (Copyright fiction) N. Y., Burt 65 c.

Ormerod, Frank

Wool. 12+221 p. pls. D (Staple trades and industries) N. Y., Holt \$1.60 n.

Information concerning the raw material, its preparation and the manufactured products. Index.

Packard, Maurice, M.D.

Shylock not a Jew; ed. and supplemented by Adelaide Marshall. 68 p. S c. Bost., Stratford Co. bds. 75 c.

Argument against misconception of the Jewish character at the time of Shakespeare.

Palmer, Austin Norman, and Newcomb, Charles James, comps.

Palmer's penmanship budget. Rev. ed., containing a complete course of instruction in the most practical and popular system of business writing now extant; a collection of specimens of business writing and the choicest gems of pen art by America's greatest penmen and teachers. 136 p. il. Q c. N. Y., A. N. Palmer Co., 30 Irving Pl. pap. 50 c.

Parsons, Elsie Worthington Clews [Mrs. Herbert Parsons. John Main, pseud.], ed.

Folk-tales of Andros Island, Bahamas. 20+

North Carolina. University

Marvin Hendrix Stacy. 1877-1919. 22 p. por. O Chapel Hill, N. C., Univ. of N. C. pap.

The peace treaty, including the constitution of the league of states, adopted by the English 21 Conference of the university. 18 p. O Chapel Hill, N. C., Univ. of N. C. pap.

Oberholser, Harvey Church

The birds of the Tambelan Islands, South China Sea. 129-143 p. tabs. O Wash., D. C., Gov. Pr. Off.

Notes on birds collected by Dr. W. L. Abbott on Pulu Taya, Berhala Strait, Southeastern Sumatra. 267-274 p. tabs. O Wash., D. C., Gov. Pr. Off.

Notes on the wrens of the genus *Nannus* Billberg. 223-236 p. tabs. O Wash., D. C., Gov. Pr. Off.

Old Colony Trust Company, Boston

The league of nations. [4th ed.] 86 p. O [c. '19] Bost., Old Colony Trust Co.

170 p. music O (Memoirs of the American Folk-Lore Society, v. 13) '18 c. N. Y., G. E. Stechert \$3.50 n.

Patrick, Saint

Latin writings of St. Patrick; a tr. by Newport J. D. White. 32 p. D (Texts for students, 5) '18 [N. Y., Macmillan] pap. 20 c. n.

Libri Sancti Patricii; the Latin writings of St. Patrick; a revised text, with a selection of various readings, based on all the known manuscripts; ed. by Newport J. D. White. 32 p. D (Texts for students, 4) '18 [N. Y., Macmillan] pap. 20 c. n.

Perkins, Lucy Fitch [Mrs. Dwight Heald Perkins]

Cornelia; the story of a benevolent despot; with il. by the author. 202 p. D c. Bost., Houghton Mifflin \$1.25 n.

Story of an active and interesting little girl and of her experiences and development.

Perry, Lawrence

The romantic liar. 255 p. D c. N. Y., Scribner \$1.50 n.

Robert Trent of Wall Street having lied for a "business reason" meets Eleanor Lowell and falls in love at first sight. He is forced to continue his lies in order to see her and gets more and more entangled. Story follows the amazing situations in which he finds himself and shows how he finally averts disaster.

Petterson, Alfred

Petterson's mileage and wage tables for train and enginemen. 84 p. S [c. '19] Chanute, Kan., A. Petterson \$1.25

Poole, Reginald Lane

Medieval reckonings of time. 47 p. D (Helps for students of history, ser. 3) '18 [N. Y., Macmillan] pap. 20 c. n.

Quick, Herbert i. e. John Herbert

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Practical discussion of such questions as Americanization of society, higher rural morale, democratic attitude toward national defense, employment of our industrially unsettled, etc.

Oregon. Supreme Court

Repts. (Frank A. Turner) v. 89. Decisions between May 28, 1918 and October 8, 1918. 845 p. San Francisco, Bancroft-Whitney. \$3.75

Paskovsky, Joseph

Complete method of pyramid building; tr. by R. Jicinsky and Henry Smial. 111 p. il. por. D c. Chic. [Joseph Pasovsky, 2606 S. Millard Ave.] \$1.50

Richardson, Norman Egbert

Moral education as a reconstruction problem. 30 p. S [c. '19] N. Y. and Cin., Abingdon Press. pap. 15 c. n.

Rickards, Charles Scott, comp. and ed.

The minor judiciary; police justices' manual. [New ed.] 270 p. il. (1 col.) pors. F c. '18 [Camden, N. Y., Brewer Co., 521 Market St.] pap. \$1.25

Robinson, Corinne Roosevelt [Mrs. Douglas Robinson]

Service and sacrifice; poems. 12+111 p. D c. '15-'19 N. Y., Scribner \$1.25 n.

Rogers, Rev. Clement Francis

Question time in Hyde Park. 64 p. S '18 [N. Y., Macmillan] pap. 20 c. n.

Question time in Hyde Park. ser. 2, The teaching and person of Christ. 63 p. S [N. Y., Macmillan] pap. 20 c. n.

Rohmer, Sax [pseud. for Arthur Sarsfield Ward]

The return of Dr. Fu-Manchu. D (Copy-right fiction) N. Y., Burt 65 c.

Rowland, Henry Cottrell

Pearl Island; il. by Henry Raleigh. 299 p. pls. D [c. '19] N. Y., Watt \$1.50 n.

Romance of the South Seas in a modern setting.

Russell Sage Foundation. Library

Thrift and savings: a selected bibliography. 3 p. O (Bulletin 34) N. Y., Russell Sage Foundation pap.

Ruxton, Philip

Printing inks; their composition, properties and manufacture, reprinted by permission from Circular no. 53 United States Bureau of standards. Together with some helpful suggestions about the every-day use of printing inks. 71 p. fold. front. O (Typographic technical ser. for apprentices, pt. 1, no. 12) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

St. Louis. Public Library

Factory facts and phases; books and articles in the library; comp. by Gertrude May. 8 p. O [St. Louis, St. Louis Pub. Lib.] pap.

Sammis, John Langley

Cheese making; a book for practical cheesemakers, factory patrons, agricultural colleges and dairy schools. 6th ed. of Decker's Cheese-making, entirely rewritten. 225 p. il. por. O '18 c. Madison, Wis., Mendota Bk. Co. \$1.90

Schevill, Rudolph

Cervantes. 4+388 p. D (Master spirits of literature) c. N. Y., Duffield \$2.25 n.

Chief events of Cervantes' life with an estimate of his various works showing how he reflects the culture of the Spanish Renaissance. Index. Author is professor of Spanish, University of California.

Scott, Carl Forse

Power for operating machinery in printing houses; a treatise on the methods of applying power to printing presses and allied machinery, with particular reference to electric drive. 36 p. il. diagrs. O (Typographic technical ser. for apprentices, pt. 1, no. 9) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Seaver, Robert

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Smedley, Emma

Institution recipes for use in schools, colleges, hospitals and other institutions. 3d ed., rev. 1919. 11+324 p. D [c. '19] Media, Pa., Emma Smedley \$3

Southern Pine Association

Homes for workmen; a presentation of leading examples of industrial community development. 250 p. il. plans F [c. '19] New Orleans, La., Southern Pine Assn. [600 Interstate Bank Bldg.] \$5

Suggestions to help solve the problem of industrial housing in communities.

Spillman, Harry Collins

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Stanley, Frank Arthur

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Stewart, Alexander A., comp.

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Proof presses; a primer of information about the customary methods and machines for taking printers' proofs. 31 p. il. O (Typographic technical ser. or apprentices, pt. 1, no. 5) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Type; a primer of information about the mechanical features of printing types: their

sizes, font schemes, etc., with a brief description of their manufacture. 35 p. il. O (Typographic technical ser. for apprentices, pt. 1, no. 1) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

Type cases and composing-room furniture; a primer of information about type cases, work stands, cabinets, case racks, standing galleys, etc. 34 p. il. O (Typographic technical ser. for apprentices, pt. 1, no. 3) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

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The redemption of Charley Phillips. 221 p. front. D c. Bost., Four Seas \$1.25 n.

Story of a modern business man to whom life seemed empty but who found happiness and success.

To every man his work. 134 p. front. D c. Bost., Four Seas \$1.25 n.

Story of how two men, discouraged with life, find that each has his own work in the world to do.

Tait, Rev. Arthur James, D.D.

At the King's table; the order of Holy Communion; with words of counsel and instruction for communicants. 123 p. Tt '18 [N. Y., Macmillan] 60 c. n.

Talmage, James Edward

The vitality of Mormonism; brief essays on distinctive doctrines of the Church of Jesus Christ of Latter-Day Saints. 361 p. O [c. '19] Bost., Badger \$1.75 n.

Presentation and explanation of the principles of Mormonism. Author is one of the Twelve Apostles of the church.

Tananevich, M.

Lithuanian-English and English-Lithuanian pronouncing dictionary. 151 p. T '19 c. '11 Milwaukee, Trade supplied by C. N. Caspar Co. leath. 90 c. n.

Teaching (The) office of the church; being the report of the Archbishops' first committee of inquiry; with appendices. 4+173 p. O '18 [N. Y., Macmillan] pap. 80 c.

Terhune, Albert Payson

Lad: a dog. 349 p. front. D [c. '19] N. Y., Dutton \$1.75 n.

Collection of dog stories about a real collie, author's "Sunnybrook Lad."

Tolstoi, Leo Nikolaievich, Count

Anna Karenina; a novel; tr. by Louise and Aylmer Maude. 2 v. 8+493; 8+438 p. S (World's classics, 210-211) N. Y., Oxford Univ. ea. 65 c. n.; mor. ea. \$1 n.

Trollope, Anthony

The warden. 16+266 p. S (World's classics, 217) N. Y., Oxford Univ. 65 c. n.; mor. \$1 n.

Van Vollenhoven, C.

The three stages in the evolution of the law of nations. 100 p. O N. Y., F. C. Stechert Co., 29 W. 32d St. pap. \$1

Rose, Walter Malins

Rose's Notes on the United States Supreme Court reports (2 Dallas to 241 United States reports). Complete rev. ed. Bk. 12, 108-114 U. S.; bk. 13, 115-123 U. S. 1169; 1221 p. San Francisco, Bancroft-Whitney. ea. \$7.50

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The ophthalmic and intradermic tests for glanders. 13 p. il. S Wash., D. C., Gov. Pr. Off.

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Shoe and leather trade of China and Japan; by C. E. Bosworth. 37 p. O '18 Wash., D. C., Gov. Pr. Off.

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The problems of sex education in schools. 19 p. D (V. D. pamphlet 7) [n. d.] Wash., D. C., U. S. Public Health Service. pap. gratis

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U. S. Surgeon-General's Office. Division of Infectious Diseases and Laboratories, comp.

Laboratory methods of the United States army. 354 p. il. T (Medical war manual 6) N. Y., Lea & F. \$1.50

Use of poultry club products. 14 p. O Wash., D. C., [Gov. Pr. Off.]

Van Denburgh, John, and Slevin, Joseph Richard

The garter-snakes of western North America. 181-270 p. (3 p. bibl.) 2 fold. maps diagrs. Q '18 (Proceedings of the California Academy of Sciences. 4th ser., v. 8, no. 6) '18 San Francisco, Cal. Academy of Sciences pap. 75 c.

Van Duzee, Edward Payson

New species of Hemiptera chiefly from California. 271-308 p. Q (Proceedings of the California Academy of Sciences. 4th ser., v. 8, no. 7) '18 San Francisco, Cal. Academy of Sciences pap. 30 c.

Virgil, Publius Virgilius Maro

The first six books of the Aeneid; with introd., notes, and vocabulary, and passages for sight translation, by Harry E. Burton. 20+530 p. il. pors. double map D [c. '19] Bost., Silver, Burdett \$1.60

Wallace, Mary Bruce

The thinning of the veil; a record of experience; with foreword by J. Bruce Wallace. 21+99 p. D (Deeper issues ser.) c. N. Y., Dodd, Mead bds. \$1.25

Record of spiritualistic experiences.

Washington, Henry Stephens

Manual of the chemical analysis of rocks. 3d ed., rev. and enl. 12+271 p. O N. Y., Wiley \$2.50 n.

Wassilieff, A.

New English-Russian and Russian-English vocabulary, containing all the usual words with their pronunciation. 736 p. T Milwaukee, Trade supplied by C. N. Caspar Co. \$2 n.

West, Andrew Fleming

War and education; with a tr. of the address delivered July 14, 1918, by M. Lafferre. 95 p. D c. Princeton, N. J., Princeton Univ. Press bds. \$1 n.

Wharton, John Herman

A manual of technical English; supplementary exercises and calendar. 126 p. il. D Syracuse, N. Y., Syracuse Univ., L. C. Smith College of Applied Science \$1

Varley, Thomas, and others

A preliminary report on the mining districts of Idaho. 8+113 p. (bibls.) pls. O (U. S. Bu. of Mines bull. 106) Wash., D. C., Gov. Pr. Off.

Washington [State] Supreme Court

Repts. (Arthur Remington) v. 102. Decisions between April 30, 1918 and June 24, 1918. 811 p. San Francisco, Bancroft-Whitney. \$4

Welfare Federation of Cleveland. Committee on Cripples

Education and occupations of cripples, juvenile and adult; a survey of all the cripples of Cleveland, Ohio, in 1916. 227 p. pls. tab. diags. O (Publications, ser. 2, no. 3) N. Y., Red Cross Institute for Crippled and Disabled Men. pap. gratis

Whiteside, Gladys Gladding

Provision for the re-education of Belgian war cripples. 11 p. O (Publications ser. 1, no. 15) ['18] N. Y., Red Cross Institute for Crippled and Disabled Men. pap. gratis

Williams, Albert Rhys

The Bolsheviks and the Soviets; the present government of Russia, what the Soviets have done, diffi-

Wheelwright, William Bond

How paper is made; a primer of information about the materials and processes of manufacturing paper for printing and writing. 59 p. il. O (Typographic technical ser. for apprentices, pt. 1, no. 13) '18 c. [Bost.] United Typothetae of Am., Committee on Educ. with set of 64 v. \$50 n.

White, H. J., D.D., comp.

Select passages from Josephus, Tacitus, Suetonius, Dio Cassius; illustrative of Christianity in the first century. 16 p. D (Texts for students, 1) '18 [N. Y., Macmillan] pap. 10 c. n.

Williams, Blanche Colton

How to study "The best short stories"; an analysis of Edward J. O'Brien's annual volumes of the best short stories of the year, prepared for the use of writers and other students of the short-story. 10+222 p. D [c. '19] Bost., Small, Maynard \$1.50 n.

Study of the technical construction of the short story. Author is instructor in short-story writing, Columbia University.

Woolf, Leonard Sidney

Co-operation and the future of industry. 141 p. D N. Y., Macmillan \$2 n.

Worship (The) of the church; being the report of the Archbishops' second committee of inquiry. 43 p. O '18 [N. Y., Macmillan] pap. 20 c. n.

culties the Soviets faced, six charges against the Soviets, the Soviet leaders and the Bolsheviks, the Russians and America. 48 p. S [c. '19] N. Y., Rand School of Social Science, 7 E. 15th St. pap. 10 c.

Wilson, Philip Whitwell

The processional. 32 p. N. Y. and Chic., Revell. pap. 25 c. n.

Wisconsin. University

Americanization; a preliminary bulletin outlining Americanization plans of the University of Wisconsin. 12 p. fold. chart D (Geneal. ser. 757) [n. d.] Madison, Wis., Univ. of Wis. pap. 10 c.

Woman's Occupational Bureau

War-time replacement in the city of Minneapolis. 19 p. tabs. O (Occupational bull. 2) [c. '19] Minneapolis, Woman's Occupational Bu., Vocational Information Service, 204 Transportation Bldg. pap. 15 c.

World peace in the light of Bible prophecy. 128 p. il. pors. D (World's crisis ser.) [c. '19] Wash., D. C., Review & Herald Pub. Assn., Tacoma Park. 25 c.

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The sale of various collections at the Anderson Galleries on May 13 and 14 contains a great variety of valuable books and will be one of the most notable sales of the season. An American item of special interest is the excessively rare first edition of Bryant's first book, "The Embargo," Boston, 1808, a tall uncut copy. This poem was written by the author when thirteen years of age and is one of the rarest of American first editions. Only five or six copies are known. The Hoe copy, rebound and cut down, brought \$3,350.

A collection of Americana consisting of books and pamphlets on the American Revolution, buccaneers, Mexico, the West Indies, Indians, etc., was sold on May 5 and 6 at the Anderson Galleries. "The Tryalls of J. Dawson, E. Forseith, W. May, W. Bishop, James Lewis, and John Sparkes, for Several Piracies and Robberies, Committed in the Company of Every, the Grand Pirate," a small folio, boards, London, 1696, brought \$121. This is the first record of sale in an American auction.

Mrs. Edward McClure Peters of Brooklyn has presented to the New York Public Library a collection of account books, diaries, correspondence, etc., of her father, Henry Hunter Peters of Massachusetts. The collection consists of forty-one manuscript volumes and other material and includes diaries of four trips between New York and San Francisco, by the Isthmus of Panama and journeys to Sacramento, to Oregon and elsewhere, 1850-1854; also a diary of A. C. Leonard of Astoria, Oregon, 1850-1851, with a vocabulary of the Indian language and account books, etc., relating to business affairs in California from 1852 to 1856. The material is of great value for its interesting side-lights on life in California and Oregon during the gold excitement.

Farringdon Road has long enjoyed the distinction of being the best locality in London for bookstalling. Its stalls are more numerous and the quality of books here exposed for sale is of a much higher class than to be found elsewhere. There are about forty stalls on barrows here and the place is not without interest even to the discriminating collector. John Dabbs, who died in January in London, was not only the oldest but actually the first stall holder and was proud of the fact that he commenced the Farringdon Road Market. He was a Shropshire man, born in 1840, and a peddler by trade. During a strike he decided to go to London and shortly after opened a bookstall on Farringdon Road. He specialized in theology and generally had a fairly good stock of books of one or two thousand volumes. Others noticing his success followed his example until there was a long string of stalls which became a Mecca for cheap book-buyers.

RARE BOOKS, AUTOGRAPHS AND PRINTS

Autographs and manuscripts from the collection of Charles F. Gunther of Chicago, were sold at the Anderson Galleries on April 28. The highest price was \$1990 for the original autograph manuscript of a part of Tennyson's poem "Maud." It included unpublished material consisting of several stanzas and alterations and deletions of importance. An autograph letter, one page, dated October 25, brought \$525. An engrossed copy of the Emancipation Proclamation signed by Schuyler Colfax, Speaker, and 116 members of the House of Representatives brought \$335; an A. L. S. by Gen. George Washington to the Marquis de Lafayette, Nov. 28, 1783, \$177.50; another A. L. S. of Washington to Colonel Marshall, Jan. 2, 1796, \$202. The total for the sale was \$5054.55.

That Belgium and northern France were systematically robbed by the Germans of everything of value, is becoming more and more apparent every day. This is particularly true of rare books, paintings, and products of the fine arts. World wide search, more particularly in Germany, is being made for the celebrated Book of Gospels, which was one of the treasures of the Cathedral of Rheims, which disappeared during the German occupation of that city. The Archbishop of Rheims has received assurances from Rome that endeavors will be made to trace the volume thru the Roman Catholic clergy and

religious orders in Germany. The lost volume was magnificently bound and with golden coverings richly set with precious stones, couched in the old Bulgar language, it was held in the greatest veneration thruout Eastern Europe as the most ancient Slav copy of the Gospel in existence. It is said to have been brought to France in the tenth century by Princess Anna Jarvslaf, the Slav consort of King Henry I of France, and from that time forth was used at the coronation of every ruler of France at Rheims when he made his vow to safeguard the rights and privileges of the Roman Catholic Church. The volume was hidden away during the French Revolution reappearing on the Bourbon restoration in 1815. It survived a thousand years thru all the wars of France only to disappear in the German invasion. Should it reach America, the destination of so many priceless literary treasures, it is hoped that any dealer or collector who has the opportunity will communicate with the French authorities at once. But this is only a single priceless volume. Whole collections of rarities have been gathered up and carried away. It is probable that only a small portion will ever be returned to France and Belgium. At some future time, when the dispersal can safely be made. These rarities will be taken from their hiding places and will find their way to the rare book markets of the world.

F. M. H.

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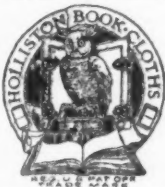
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 Scott, D. W., Terra Firma, Simpkin, 1901.

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 St. Beuve, Portraits of the 18th Century, 2 vols.
 Deissman, St. Paul, etc., 1912.
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 Patterson, History of the Backwoods, 1843.
 Propertius, Petronius, etc., Bohn Library.
 Rousseau, Confessions, 4 vols, 8vo, Gebbie.
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 Lucretius, trans. by Mackail.
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 Jesuit Relations, 73 vols.
 Hausbrand, Evaporating and Cooling Apparatus, 1903.
 Hajja Baba in England.
 Dickens, Tale Two Cities, Centenary ed.
 Day, Penmanship of the 16th, 17th and 18th Century.
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 Catullus, trans. by Burton.
 Carver, Travels, 3d ed., 1781.

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San Francisco Argonaut, vol. 57.
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U. S. Nat. Museum Rept., 1902.
Boone County, Ill., Hist. of.
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The English Hexapla.
Overland Monthly, May, 1903, and title and index to vol. 38, 1901.
Splan, John, Life with the Trotters.

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Budde, Religion of Israel to the Exile. Putnam, 1899.
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